

CONVENTION NUMBER

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Directory of the Grain Trade

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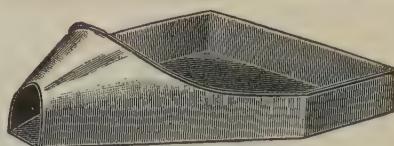
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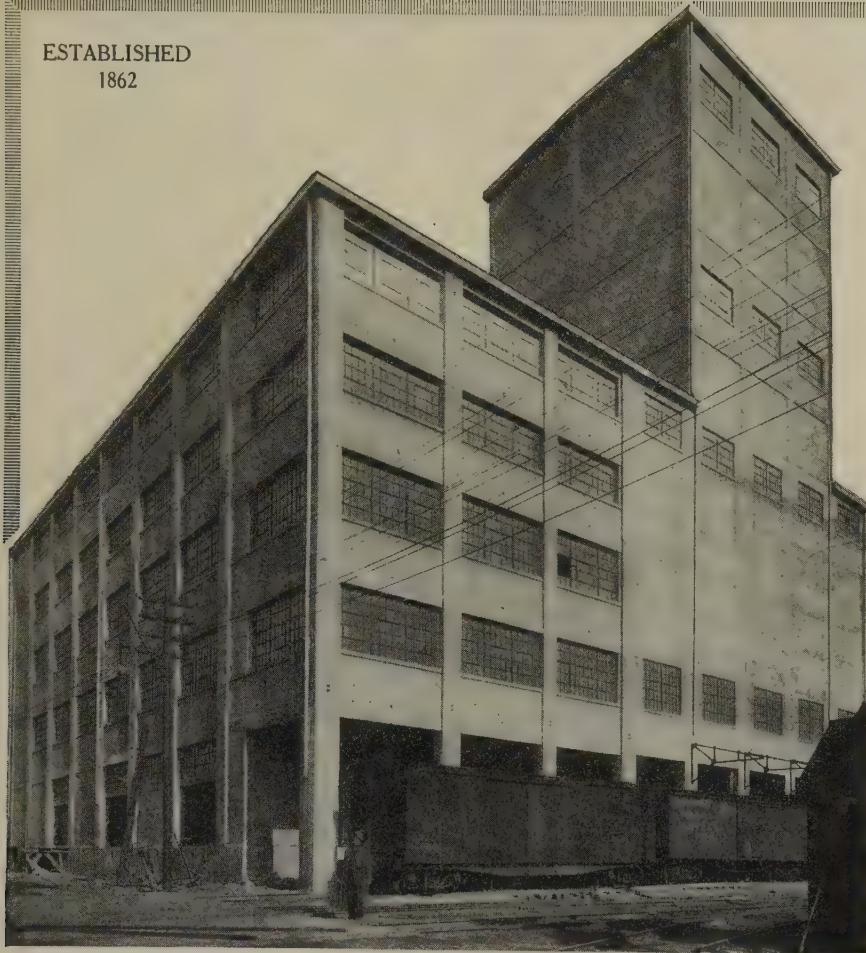
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BUYERS OF Salvage Grains

Submit Samples and Quote Prices

JACKSON

MICHIGAN

E. A. GRUBBS GRAIN CO.

Greenville, Ohio

Wants Correspondence with members of the
Grain Dealers National in Ohio, Indiana and
Illinois. We want strictly sound winter wheat,
yellow shelled corn and recleaned white oats.**DRIVE**Your business. Hitch up with an
ad. in the Grain Dealers Journal.
You will then have a pleasant and
profitable ride.

D. V. JOHNSON, Pres.

Established 1905

TENNESSEE GRAIN CO.Receivers and Shippers of High Grade
CORN, OATS and FEED

Nashville

Tennessee

DO IT NOWPlace your name and business before the progressive grain elevator
men of the entire country by advertising in the Grain Dealers
Journal. It reaches them twice each month.

GRAIN CONSERVATION

It Is Your Patriotic Duty to conserve every bushel of grain, and every bushel of grain saved from leaky cars means that much less waste.

Scarcity of Rolling Stock this fall and winter will compel grain shippers to load bad order cars.

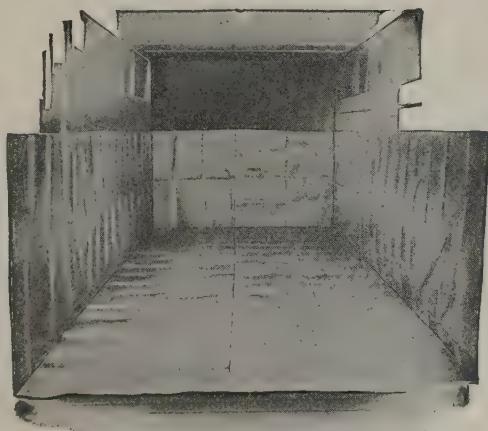
Leaky Cars Are Cancers that eat into your profit in addition to reducing the Nation's grain supply.

Kennedy Car Liners are grain conservers, furnish shippers best possible protection against leakage in transit, and afford maximum insurance at minimum cost.

At Present Prices one leak would cost you more than a season's supply of Kennedy Car Liners.

Do Not Turn this page until you have written us for further information as to how to make bad order cars leak proof. We want to go into detail and tell you how inexpensive it is.

THE KENNEDY CAR LINER & BAG CO.



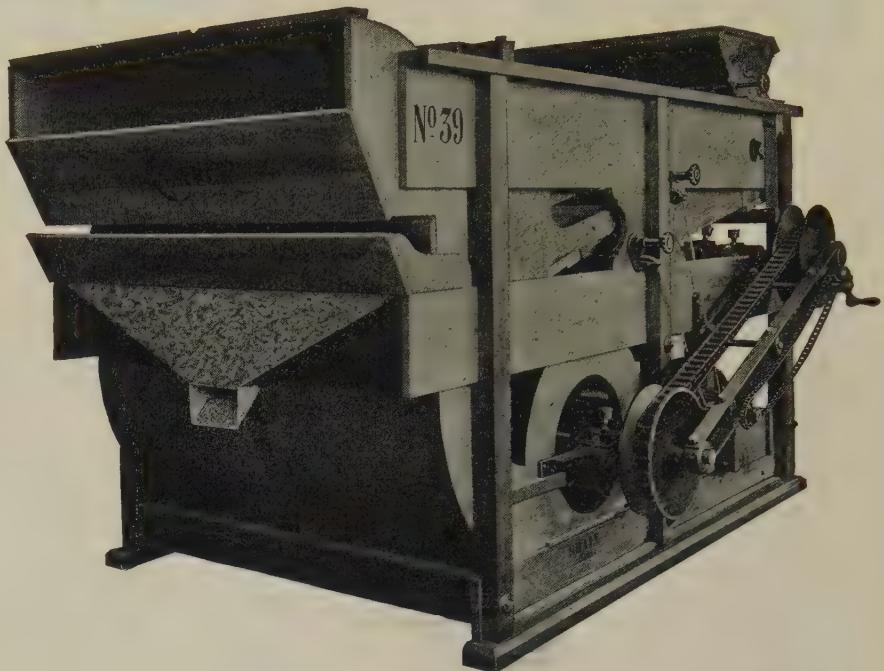
SHELBYVILLE, INDIANA.

**ILLUSTRATION SHOWS
CAR EQUIPPED
WITH A
KENNEDY CAR LINER.**

The "Clipper" Grain & Seed Cleaner WITH Variable Air Regulator

Different kinds of seeds and grains, and different conditions of the seeds or grains, call for varying strength of the air blast used in separating the dust, chaff, and light, shrunken seeds or grain from the heavy, perfect seeds and grain. The Clipper Variable Air Regulator gives exact control of the air blast at every desired point. "From a zephyr to a hurricane" (and every intermediate point between) exactly describes the range of air blast that can be secured by this mechanical device. We can produce a blast strong enough to blow out the heaviest grain, peas or beans, and by an adjustment requiring but an instant reduce the blast sufficient for handling the lightest seeds, such as timothy, red top or blue grass.

**Write for circular
giving full
description.**



A. T. Ferrell & Co., Saginaw, W. S., Mich.

We can furnish sets of Grain Testing Screens consisting of four screens and one blank at \$2.75 per set postpaid.

Grain Drying For Nothing

Exhaust steam from the engine contains about eighty percent of the heat required to make the steam originally.

A grain drier can be successfully operated with exhaust steam at five pounds pressure, so if you use your exhaust steam for this purpose then you can dry your grain for nothing.

Have you ever thought of it in this way before?

If you use your cobs for fuel, then you can operate most cheaply.

We can supply you with the right kind of steam engines and boilers to do this kind of work.

Chandler & Taylor Co.
INDIANAPOLIS, INDIANA, U. S. A.

The No. 39 Cleaner, shown herewith, is equipped with our new Variable Air Regulator. A perfectly uniform air blast, absolutely under control and entirely free from fluctuation, is one of the most essential and important considerations in cleaning seeds and grains

Your Firm Name

will be printed free in the 15,000 copies of the 1917 List of Users of the Universal Grain Code if you notify us promptly that you have a copy of the code.

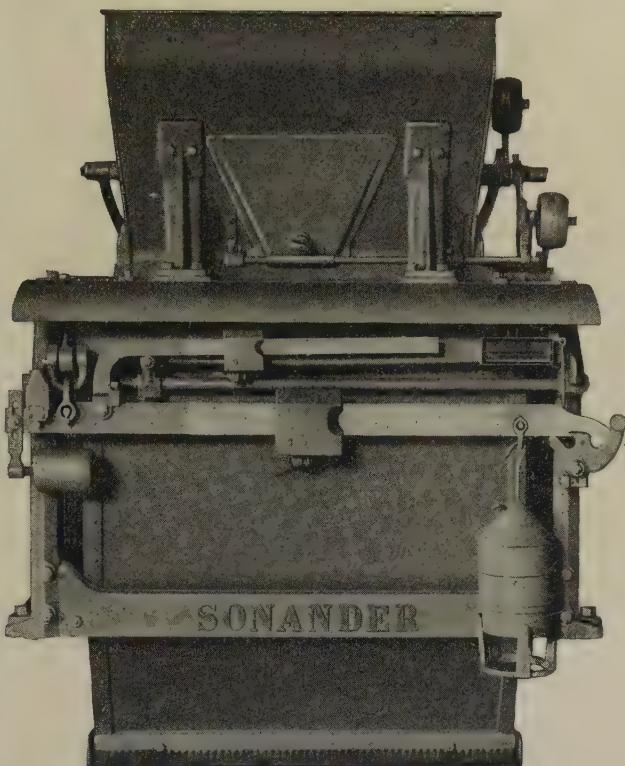
A copy of the List of Users will be sent free to you and 14,999 other live grain firms who desire to reduce their telegraph tolls.

Printed on bond paper and bound in flexible leather. Price \$3.00.

GRAIN DEALERS JOURNAL

305 So. La Salle Street Chicago, Illinois

Know What You Ship—



When you send a car of grain on its way to a terminal market, be sure that you have the correct weight of the grain the car contains. By being sure we mean convinced and able to convince that your weights are correct. The

Howe-Sonander Automatic Scale

will give you this confidence. If you are not already acquainted with its workings, write to any of the offices below, and the information will be forthcoming immediately.

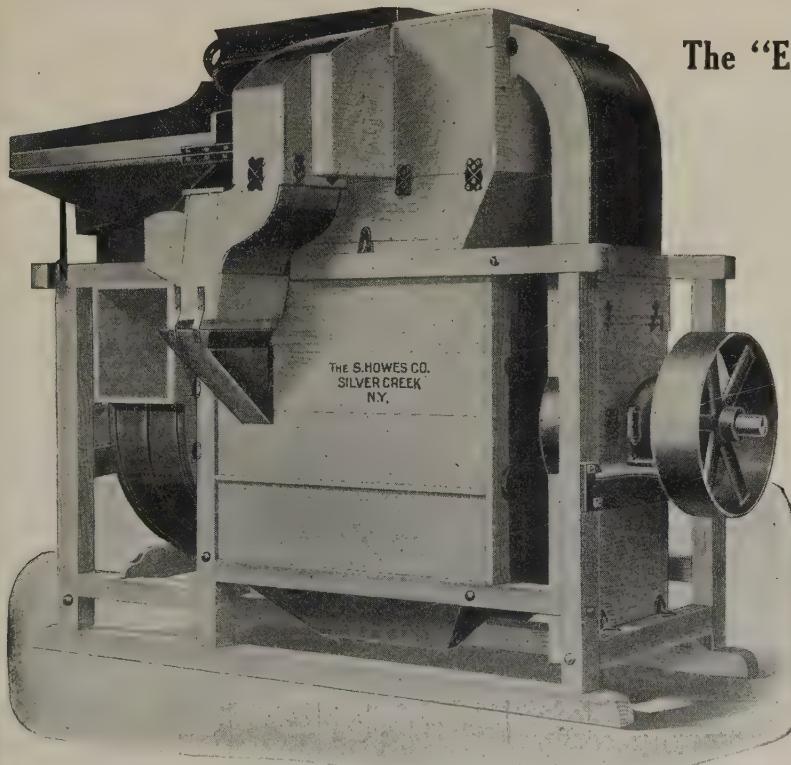
Howe Scale Co. of Illinois

CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.
CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.

ST. LOUIS, MO., 409 4th St. F. L. Rogles, Mgr.

KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.

For Washington, Oregon and Idaho Business, Address
Pacific Scale & Supply Co., Wm. Schweizerhof, Mgr., 46 Front St.,
PORTLAND, ORE., or 546 1st Ave. So., SEATTLE, WASH.



The "Eureka" Oat Clipper

Experienced men prefer this machine because:

It requires only half the power of other machines.

The oats are completely tailed without hulling or injury to the grain.

Our die-cast case is thicker, heavier and harder, and lasts longer. It has innumerable ventilating slots, very narrow and uniform, thus preventing leakage and loss of pin oats.

Suction trunks are extraordinarily wide, and permit of freeing the grain from clippings and dust.

Catalog Free

"Eureka" Oat Clipper with Ball Bearings

HEAVY DUTY CONSTRUCTION



THE S. HOWES COMPANY

SILVER CREEK, NEW YORK, U. S. A.
The world's largest producers of high class
Grain Cleaning Machinery



Place a Standing Order With the Fire Department

—install automatic sprinklers, carry expensive fire insurance—and still you won't be as safe as if you merely bought an



Invincible Sypher Magnetic Separator

It is easier for a camel to pass through the eye of a needle than for iron particles to cause fire and explosions when this separator is used.

Get the full facts

INVINCIBLE GRAIN CLEANER CO.
Dept. 4

Silver Creek, N. Y.

C. W. Campbell Co., Westerly, R. I., are fitting their new elevator with this machine.

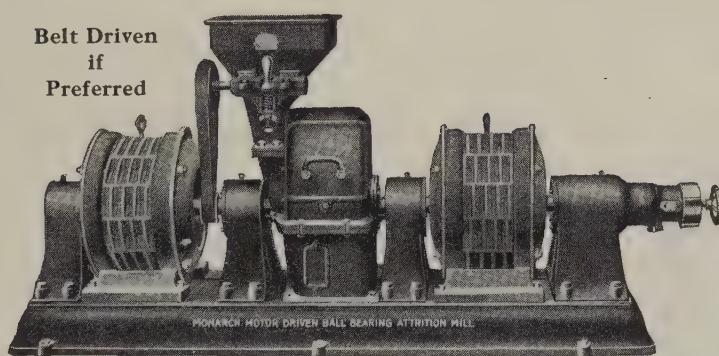
See That Your Foundation Is Solid

Builders of big business look closely to foundation because without a substantial one, the efforts of years may crumble in the twinkle of an eye.

You must build for service if you would realize satisfaction, and for economy if you would realize profit. If this be true—and we can prove that it is—the logical foundation for the feed milling business is

The Monarch Ball Bearing Attrition Mill

Belt Driven
if
Preferred



Whether you are just starting in business or have been engaged in feed milling for some time—it will pay you to get a MONARCH—if you do not already own one.

An acknowledged leader in the field, this mill not only stands for satisfaction to both the owner and his patrons, but is so economical to run that profits are in no way disturbed by expense.

Original mechanical details, worked out carefully, proved and accepted by hard headed men of business, have removed the fear of competition.

Will you allow us to figure on your feed grinding proposition, without cost or obligation to you?

Ask for Catalog D-No. 115

Mill
Builders
Main Office and Works

Sprout, Waldron & Company

Muncy, Pa.

Chicago Office: No. 9 S. Clinton St.

Milling
Engineers
P. O. Box No. 26

**BOWSHER
FEED MILLS**

GROW
HEALTHY
STOCK

Crush ear corn (with or without shucks) and grind all kinds of small grain.

Handy to operate—lightest running. 10 sizes: 2 to 25 h. p., capacity 6 to 200 bushels. Conical shape Grinders. Different from all others.

Write for Catalog
and folder about the value of different feeds and manures.

The N. P. BOWSHER CO.
South Bend, Ind.



Want a Job?—Advertise in the Situation Wanted columns of the Grain Dealers Journal

Have a Capable Feed Department

There is no better source of profit for an elevator than a feed department that is properly conducted. The extent of the profit depends, first, on the feed mill which must be able to turn out good quality grinding at the lowest possible cost; second, the persuasive powers of the elevator man to interest his patrons in his product.

If you are backed up by a good feed mill your persuasive powers will not be lacking.

You know what feed mill to install? Write and ask us.

J. B. EHRSAM & SONS MFG. CO.

ENTERPRISE, KANSAS

Beall

THE MARK OF QUALITY

**SEPARATORS Are Like the Mint—
Every Day They Operate a Steady
Stream of Dollars Pours into Your
Cash Drawer.**

The reason is that the principles and practical construction carrying out the principles is right. For instance take our system of working two independent fans.

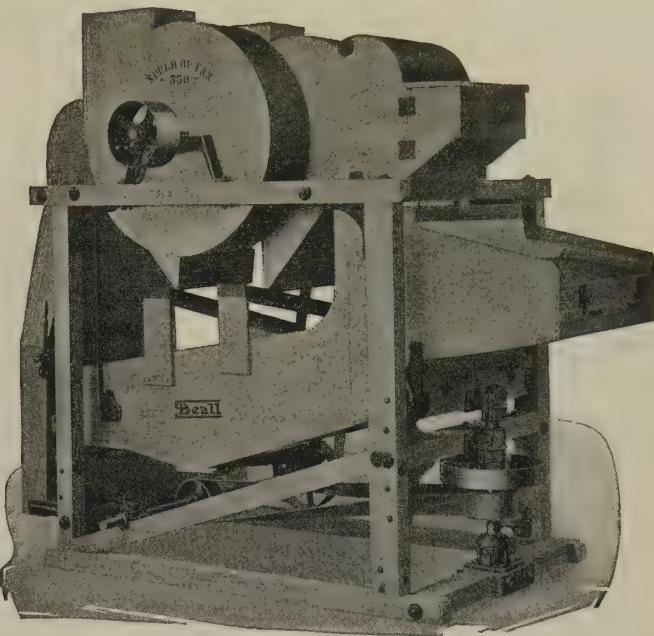
The air regulation is so perfect that there are never any "dead" spots where grain is not cleaned, or "over strong" spots where good grain is carried off because of too much air.

After the grain has passed over the alternating side and end shake sieve, over the main, cockle and sand sieve, it drops into a wide air trunk.

Here, another strong suction of air carries off light particles of dust and foreign materials, and leaves the good grain for profit.

The Beall is a splendidly balanced machine and will meet every requirement of Federal or any other grades.

What you **may** be losing by not knowing about our product is a good reason for finding out all about us. Get the catalog and price.

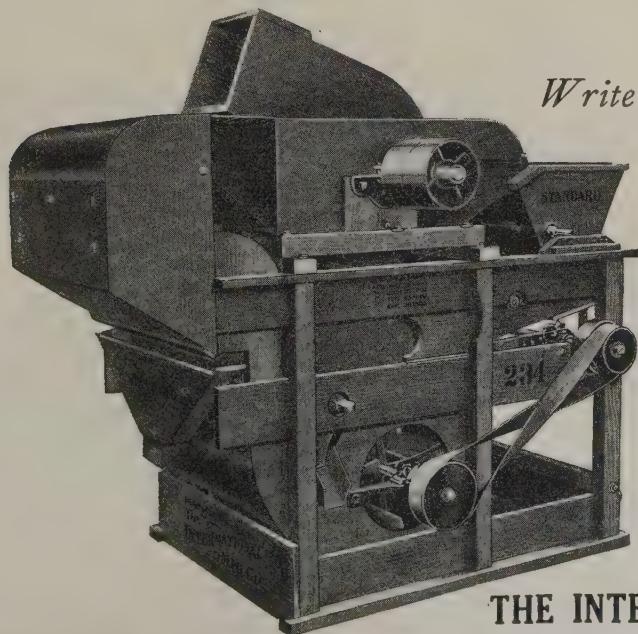


Beall Improvements Company - Decatur, Illinois

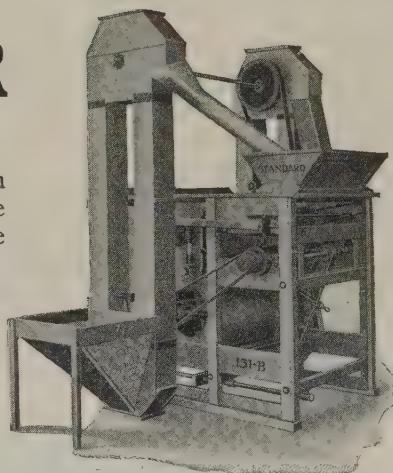
STANDARD GRAIN CLEANER

No. 234

Gives you a vertical blast for fine separations and also a suction fan for removing the dust and chaff from the building. Built in three sizes; also can be equipped with Traveling Brushes for keeping the screens clean.



Write for Prices



SUPERIORITY OF STANDARD SEED CLEANERS

is certain, because equipped with our Patented Improvements which are positively essential to proper working, efficiency and economy of operation.

No. 131-B STANDARD CLEANER

Illustrated above, will be found of maximum ability and service for every variety of field seed and seed grain. In our complete catalog are shown cleaners of all sizes and for every cleaning purpose.

Let us send it to you.

THE INTERNATIONAL MFG. CO., Crestline, Ohio

GRAIN STANDARDS' ACT

U. S. Department of Agriculture equips its Grain Laboratories with Torsion Balances.



5055

Style No. 5055 Corn
Acidity Determination and Fine Weighings.



Style No. 4000 Used in Moisture Test.

We illustrate above in our Corn and Seed Testing Pamphlet. Copies free upon request.

WE SELL ANALYTICAL BALANCES

The Torsion Balance Co.

Pacific Coast Branch:
49 California Street
San Francisco, Cal.

Factory:
Jersey City, N. J.

Office:
92 Reade Street
New York

Coal Handling Machinery

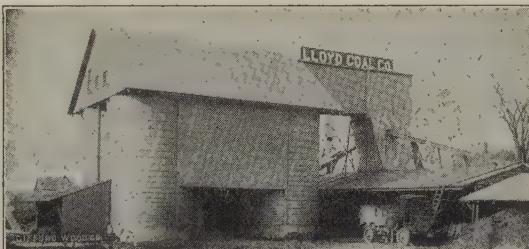
If you are confronted with the problem of how to reduce your

Coal Handling Costs

our engineers will solve the trouble—no charge for this service.

We design and manufacture Coal Elevators, Conveyors, Belt and Apron Conveyors, Pockets, Screens and Chutes, Wagon Loaders, Bagging Hoppers.

Write for Catalog No. 16. Address nearest office for quick service.

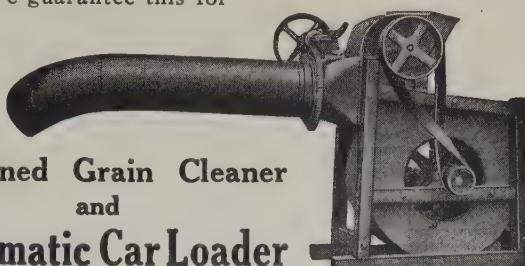


GIFFORD-WOOD CO.

Chicago Office: 565 W. Washington St.
Hudson, N. Y. New York Boston Philadelphia

CLEAN AND LOAD IN ONE OPERATION

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for



The
Combined Grain Cleaner
and
Pneumatic Car Loader

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.

It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Prevent
CLAIM LOSSES
with
**TYDEN
CAR SEALS**

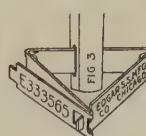
Bearing shipper's name and consecutive numbers.

6000 SHIPPERS
Are now using them.

Write for samples and prices.

INTERNATIONAL SEAL & LOCK CO.
Chas. J. Webb, Vice-President
617 Railway Exchange Bldg. CHICAGO, ILL

STOP THE LEAK



by using the Edgar Security First Car Seal. It furnishes positive evidence to locate and stop pilfering for less than a one cent postage stamp per car.

Ask us for prices and samples NOW.

Edgar Steel Seal & Mfg. Co.
Lawrence, Kansas

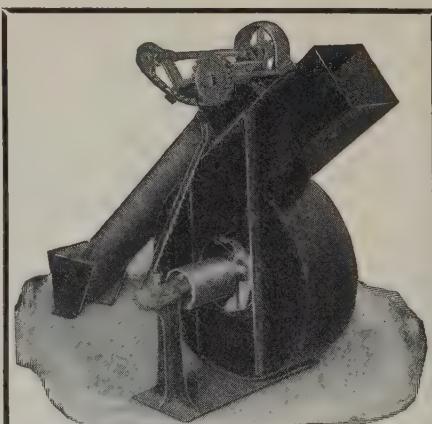
Makes Car Loading a Pleasure

Handling ear corn or small grain with a Hart elevator is easy. It elevates 1000 to 2500 bushels per hour and can be used for filling cribs or granaries and for loading cars. Machines are portable and can be quickly moved from place to place, may be operated with either engine or horse power.

Our Catalog gives all particulars.

Ask for Catalog giving full particulars.

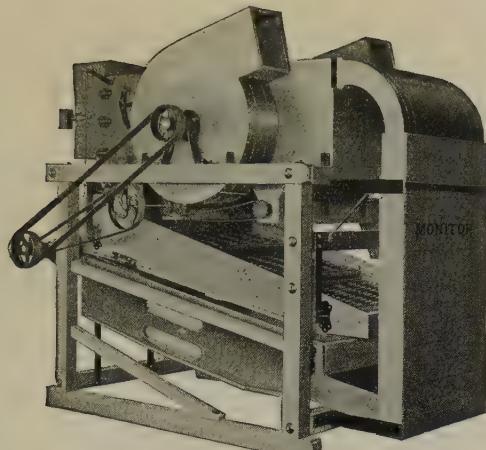
HART GRAIN WEIGHER CO.
Dept. D " Peoria, Ill.



For a Conveyor, Pitless Elevator, Car-loader, Combined Elevator and Car-loader or Track-loader stationary and portable, write to

BERNERT MFG. CO.
759-33rd St. Milwaukee, Wis.

OUR advertisers are helping us to improve Grain Trade conditions. SHOW YOUR APPRECIATION, Mention G. D. J.



"Combined"
Corn and Grain
CLEANER

America's Best

Monitor

A heavy cut in cleaning time and cost

Hundreds of pleased owners are enthusiastic over the lower cost in cleaning—the simpler method of handling both corn and small grains cleaning with this "Combined" machine. We, the originators of this type of cleaner, offer you a machine free from an experimental feature of any kind—a cleaner that will unfailingly perform with unequalled efficiency, dependability and economy. If you handle both corn and small grains, see our literature and list of users.

HUNTLEY MFG. CO., Silver Creek, N. Y.

ELEVATOR MACHINERY

GRAIN DRYERS—All sizes, CRUSHERS,
SHELLERS and MILLS, CONVEYORS
and ELEVATORS, CHAIN BELT and
SPROCKET WHEELS, OAT MEAL and
PEARLED BARLEY MACHINERY,
HOMINY MILLS

SEND FOR DESCRIPTIVE CATALOG OF WHAT YOU WANT

THE C. O. BARTLETT & SNOW CO.
CLEVELAND, OHIO, U. S. A.

Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380.

Price, \$1.75

GRAIN DEALERS JOURNAL

305 South La Salle Street, CHICAGO, ILL.

"HART
ELEVATORS
— and —
CONVEYORS



Made in sections
ready to install.

The HART plan relieves you of all bother. Tell us your requirements. We quote prices on equipments installed ready for use.

Ear Corn and small grain machinery, our specialty.

Prices and Service will interest you

HART GRAIN WEIGHER C°
Dept. B

Peoria, Ill.

WE were the original manufacturers of rubber belt for elevating and conveying grain—work that is particularly trying on belting, requiring great strength and freedom from stretch. Some of the largest elevators in the country are equipped with our Elevator Belting. Manufactured of heavy cotton duck, with an especially strong rubber friction uniting the plies, and an extra thick cover on pulley side. Warranted to run perfectly smooth and true on the pulleys, and can be depended upon at all times to do the work required.

Belts punched accurately for buckets if desired. Estimate for elevator equipments cheerfully furnished

**New York
Belting & Packing Co.**

91-93 Chambers Street
NEW YORK

124-126 W. Lake St.
CHICAGO, ILL.

2d Ave. N. and 3d St.
MINNEAPOLIS, MINN.

218-220 Chestnut St.
ST. LOUIS, MO.



THE DOCKAGE SYSTEM

After July 1st all wheat will be subject to dockage for foreign matter.

Every country shipper will be compelled to provide himself with the necessary apparatus to make tests.

THE EMERSON TESTER

guarantee a perfect test according to the new federal rules. Not one kernel of oats left in the wheat. Over 7,000 elevators, flour mills, grain inspection departments and the U. S. Grain Standardization Department are users of the Emerson tester.



W. H. EMERSON & SONS
Campbell St. and M. C. R. R.
DETROIT, MICH.

CODE WORDS

for

U. S. Corn and Wheat Grades

A supplement to the Universal Grain Code is ready for distribution. It is free; postage 2 cts.

The Universal Grain Code was compiled especially for the use of the grain and milling trades, and it contains every word, phrase and term in use by the grain trade. The Code makes it possible to keep your business messages private. Its 146 pages contain 13,745 expressions and no two code words are spelled near enough alike to cause confusion. The book is 7x4½ inches in size, printed on policy-bond paper, and bound in black, flexible leather. The price is only \$3.00.

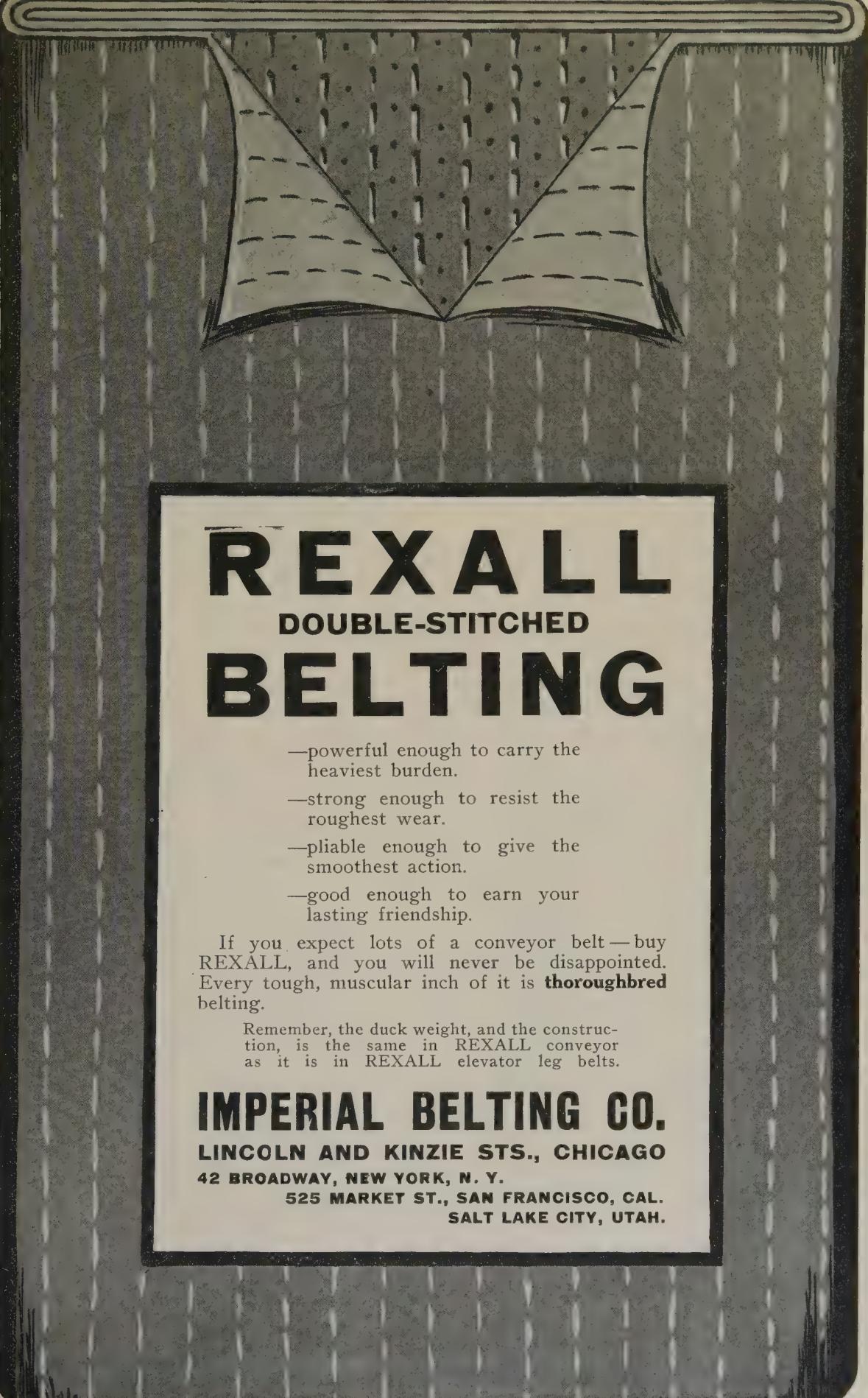
Names of purchasers are published in the list of Universal Code Users and distributed to the grain trade free of charge.

The Supplement is a four-page folder to be inserted between pages 44 and 45 of the Code. It gives a code word for each class, sub-class, and grade of wheat and corn, and for each explanatory term, used in the new U. S. Standards. It is not lawful to sell grain for shipment in interstate commerce by any other grade than those specified in the Standards, and therefore it is necessary to specify those grades when wiring in order that misunderstandings may be avoided. A copy of the Supplement will be sent free upon receipt of a 2-ct. stamp.

MATFELON in a message means Universal Grain Code.

Grain Dealers Journal

305 So. La Salle St. Chicago, Ill.



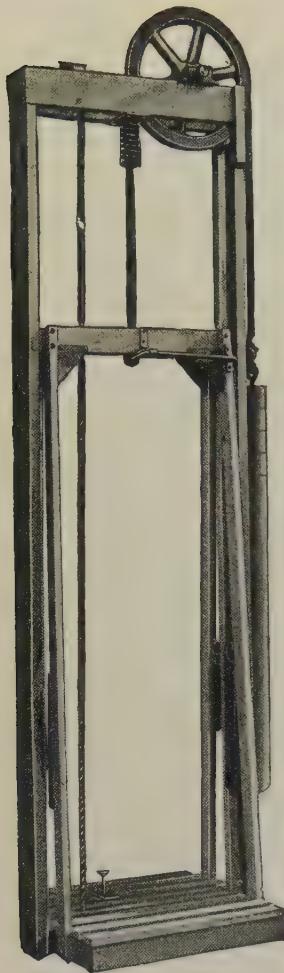
REXALL DOUBLE-STITCHED BELTING

- powerful enough to carry the heaviest burden.
- strong enough to resist the roughest wear.
- pliable enough to give the smoothest action.
- good enough to earn your lasting friendship.

If you expect lots of a conveyor belt—buy REXALL, and you will never be disappointed. Every tough, muscular inch of it is **thoroughbred** belting.

Remember, the duck weight, and the construction, is the same in REXALL conveyor as it is in REXALL elevator leg belts.

IMPERIAL BELTING CO.
LINCOLN AND KINZIE STS., CHICAGO
42 BROADWAY, NEW YORK, N. Y.
525 MARKET ST., SAN FRANCISCO, CAL.
SALT LAKE CITY, UTAH.



REDUCES

**Cost of Insurance
Number of Accidents
Labor**

The reduction of these three things will go a long way in adding materially to your year's profits. The saving affected in the cost of insurance alone will pay for a manlift within a very short time. Accidents are always costly—in more ways than one. A man can get to the cupola of your elevator in half the time on a manlift that he spends in walking up the stairs. Now in selecting a manlift, bear in mind that there is only one that is called the

CONSTANT SAFETY MANLIFT

It is installed in hundreds of elevators throughout the country and is known to be the easiest and cheapest operated manlift on the market, and as for safety, it is the safest. It is equipped with ball bearings, adjustable brakes. All brakes work independently of each other.

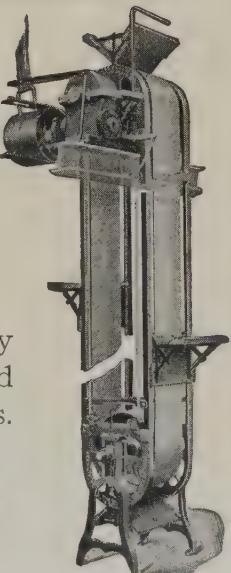
Send for our latest catalog which gives more detailed information regarding this manlift together with our other grain elevator equipment. It is free for the asking.

**B. S. CONSTANT MFG. CO.
BLOOMINGTON, ILL.**

HUMPHREY Employee's Elevator

*The World's
Standard
Belt Man-Lift*

Endorsed and specified by the best engineering and construction companies.



The HUMPHREY Patented Strictly Automatic Stop Device

Adapted for use on all new and old Elevators of this type.

Particulars on application.

Humphrey Elevator Co.
Sole Manufacturers
FARIBAULT, MINN.



ACCOUNT BOOKS FOR GRAIN DEALERS

COMPLETE SET FOR \$4.25

A GRAIN RECEIVING BOOK (No. 12 AA).

Grain Register is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received. Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages or spaces for records of 4,000 loads. The book is well printed and ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2½ lbs.

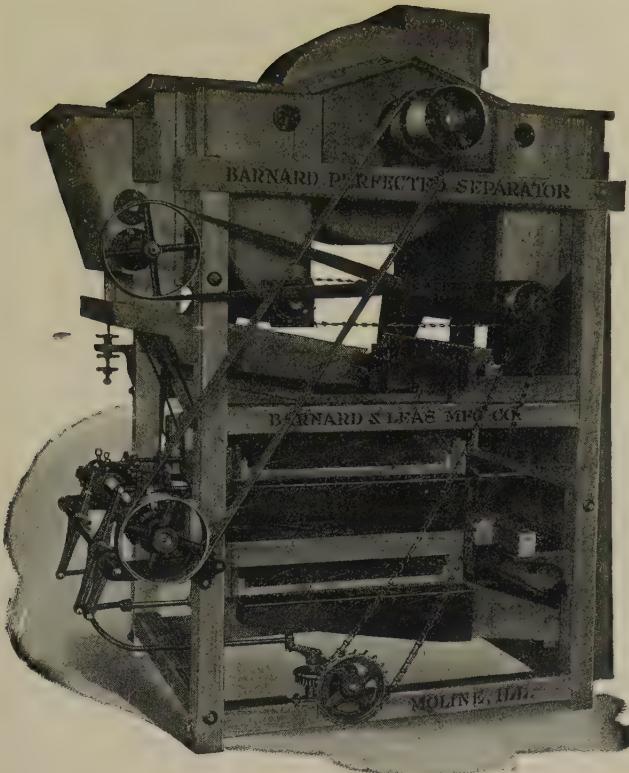
A GRAIN SHIPPING BOOK (No. 14 AA).

Sales, Shipments and Returns is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial, Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of over 2,200 cars, is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Weighs 3½ lbs.

GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.



The Supreme Attainment in Grain Cleaning Machinery

The Barnard Double Side Shake Receiving Separator is a revelation in grain cleaning. It is a comparatively new machine, having been on the market only a few years. Like all other machines put out under our name, it is supreme in its field. This statement is substantiated by the large number in use and its satisfied users.

This is a five sieve, automatic separator, consisting of an upper end-shake scalping sieve and four lower side-shake main sieves, four cockle or sand sieves and traveling brushes underneath—not on top of sieves.

Its many individual features, described in our catalog, which is yours for the asking, will prove to you that it is the machine you need to bring your business up to a profit-making basis. We want to hear from you regarding this machine. Write today—a post card will do.

BARNARD & LEAS MFG. CO.
MILL BUILDERS AND
MILL FURNISHERS
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



GRAIN ELEVATOR BUILDERS

Be Satisfied This Season!

"YOUNGLOVE does all the Contract calls for and MORE."

Concrete and Tile
Quick Service

Cribbed and Balloon
Guaranteed Work

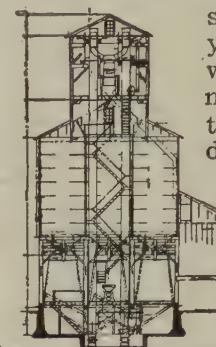
REPAIR SPECIALISTS

YOUNGLOVE CONSTRUCTION CO

412 United Bank Bldg.

SIOUX CITY, IOWA.

NOT A CHINESE PUZZLE, BUT READABLE
PLANS and ESTIMATES



so simple and self-explanatory that you can readily see at a glance just what you are getting, and you can make those changes which conditions in your own grain business demand on paper. And after seeing what you want you get, if you give the contract to

Reliance Construction Co.
Board of Trade INDIANAPOLIS, IND.

L. J. McMILLIN
ENGINEER and CONTRACTOR of
GRAIN ELEVATORS
Any Size or Capacity
323 Board of Trade Bldg., Indianapolis, Ind.

Your Individual Needs
are respected when your elevator
is designed and built by

W. H. CRAMER CONSTRUCTION CO.
NORTH PLATTE, NEBR.
Write for Details of Our System

C. E. BIRD & CO.
Grain Elevator Builders
Minneapolis, Minn.

Decatur Construction Co.
ENGINEERS AND BUILDERS
OF GRAIN ELEVATORS
510-512 Wait Building
DECATUR ILLINOIS

W. C. BAILEY
Contracts and Builds
Modern Grain Elevators
We can furnish and install equipment in old
or new elevators, guaranteeing greater capacity
with less power, and positive Non-Chokable
working leg. Let us show you.
433 Range Bldg., OMAHA, NEBR.

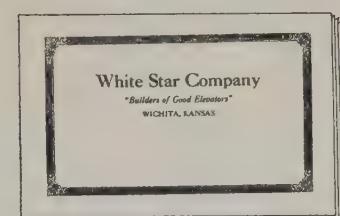
**Godfrey Mill & Elevator
Construction Co.**
Mill, Elevator and Warehouse Contractors
Agents for Kerosene Carburetor
ENID - - - OKLA.

A. F. ROBERTS
ERECTS ELEVATORS
FURNISHES CORN MILLS
WAREHOUSES PLANS
SABETHA, KS MACHINERY
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**Elevator
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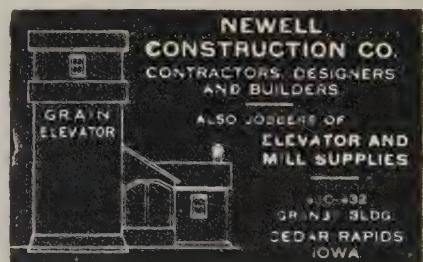
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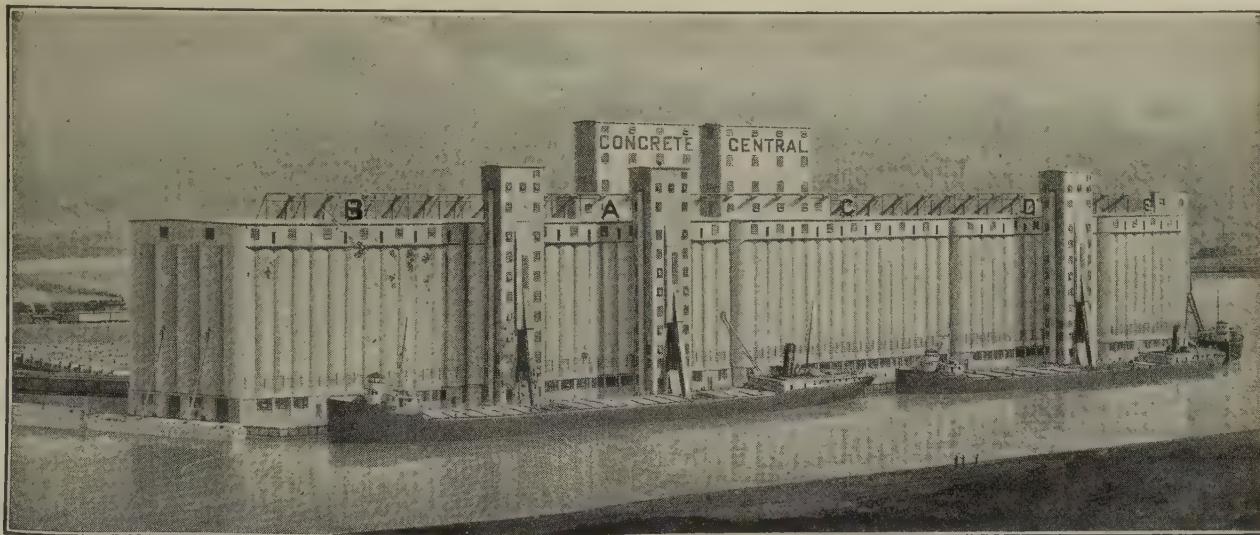
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in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.



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Buffalo's Grain Business
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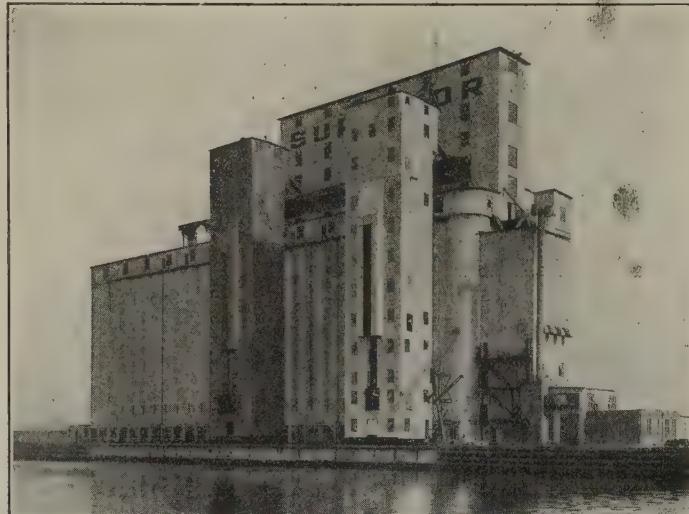
Houses constructed by us
represent the
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economy of operation

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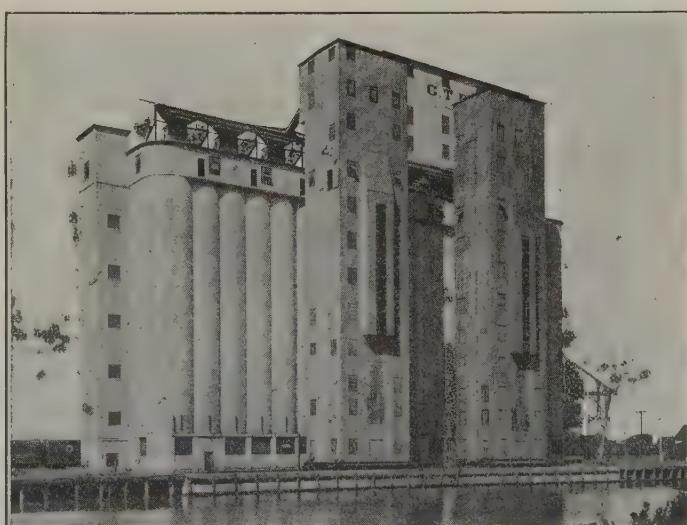
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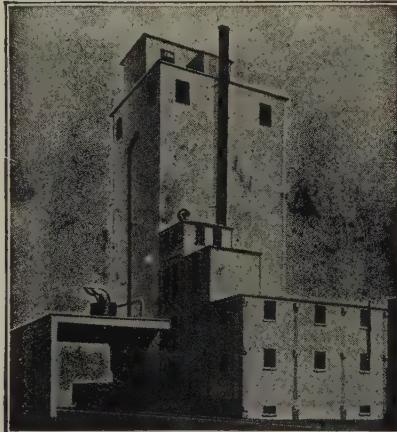
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Are the Last Word in Convenience and Economy of Operation—
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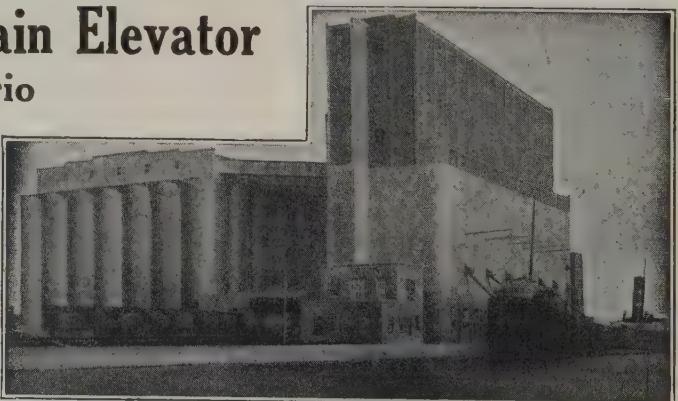
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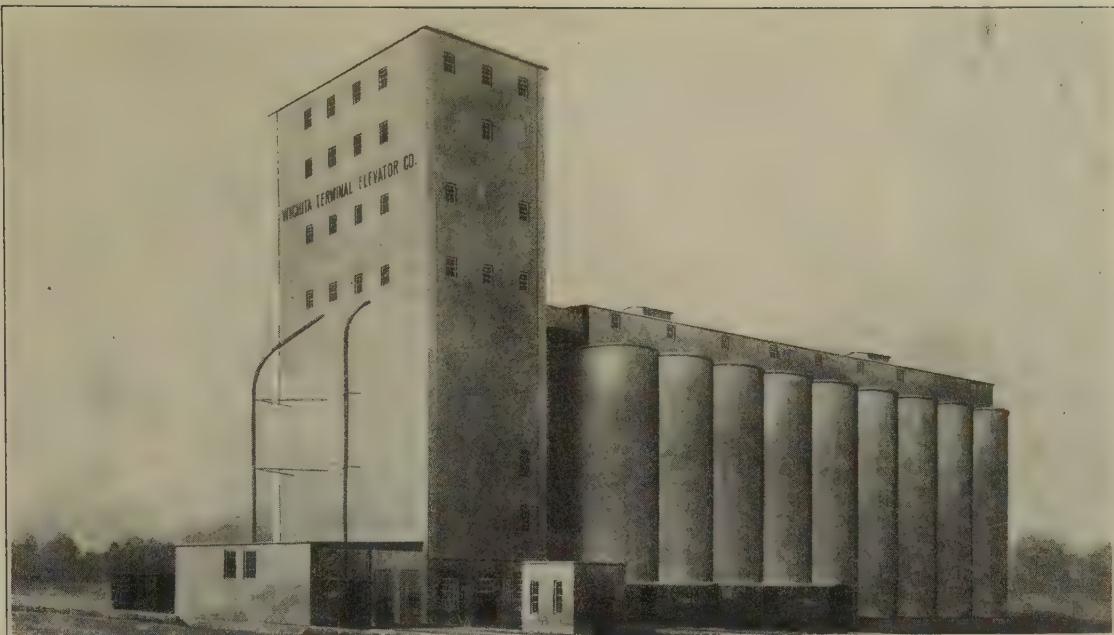
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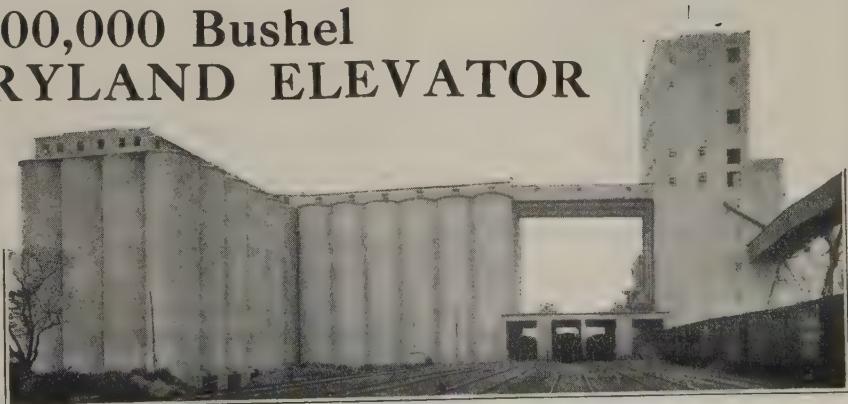
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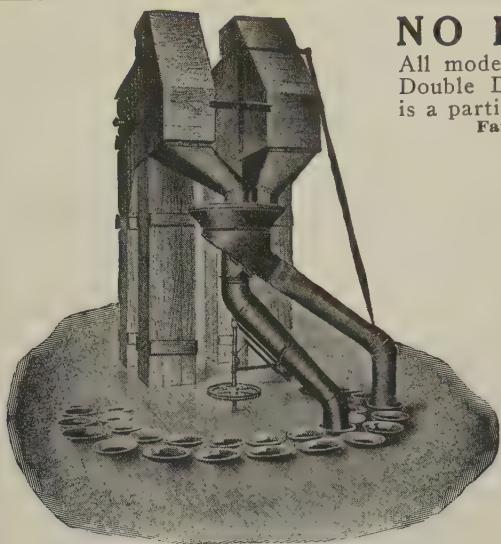
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NO EXPERIMENT

All modern elevators use the Ibberson Double Distributing Spout. Following is a partial list of users:

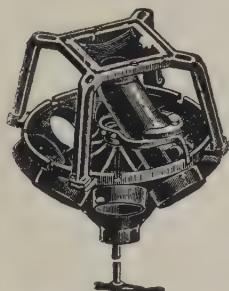
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And many more. This spout is worth your attention. For particulars, write

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HALL SPECIAL (ELEVATOR LEGS)

If a machine stands the test of scientific analysis, it is perfect mechanism. Science verifies truth. More engineering skill has probably been devoted to perfecting the Hall Special Leg to make it commercially efficient and economically successful than has ever before been devoted to the subject of transporting grain. The result is 100% advantage gained in point of economy. It is a triumph seldom attained in modern mechanics. It cuts expenses one-half, and pays for itself every few months or weeks, depending upon the volume of grain handled.

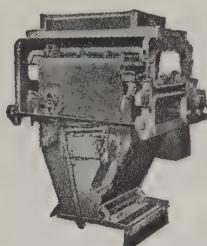


The Hall Signaling Grain Distributor

is the greatest time saver for the elevator operator and busy man that has ever been devised. The whole problem of grain distribution without mixing is embraced in this simple device. Send for our Catalogues.

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Accuracy Sells
Simplicity Pleases
Efficiency Satisfies



Richardson Automatic
Type Registering Scales

Richardson Scale Co.
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Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its pages of linen ledger paper, size, 8 $\frac{1}{4}$ x13 $\frac{3}{4}$ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners.

Form 43—200 Pages, \$2.25
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305 So. La Salle St., CHICAGO, ILL.

The paper the Grain Dealer
supports, because it supports
the Grain Dealer—

GRAIN DEALERS JOURNAL

Box Cars

25—33 ft.—60,000 cap.
36 ft.—60,000 cap., all metal trucks.
Especially suited for grain moving. Thoroughly overhauled. Prompt Shipment. Why wait on the R.R.? Own your own—you'll soon make their cost.

ZELNICKER IN ST. LOUIS



BURRELL SAFETY STEEL MANLIFT MADE FOR WOOD AND CABLE GUIDES

Meets all Insurance requirements. More "Burrell" Steel Manlifts in use today than any other make. WHY? Because they are the best and cost no more than the old style wood. Sold by all Elevator Supply Houses. Ask for a BURRELL STEEL MANLIFT. If you cannot obtain it write to us direct.

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The Van Ness Safety Roller Bearing Manlift

is built for service. Made from Selected White Birch, has direct acting springs, double safety device that will not fail, runs easy, unnecessary to bolt or lock it while not in use.

Has wire cable and cotton hand line. Sold on 30 days' trial. Write for circulars and prices.

Manufactured and for sale by

**R. M. Van Ness
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203 Grain Exchange
OMAHA, NEB.
We Build
Modern Grain Elevators



The Automatic Dump Controller USED EVERYWHERE

WHY!

Efficiency is one of the greatest necessities today. There will be a vast amount of grain handled during the coming Seasons especially, on account of the War Situation. Therefore speed and accuracy are very much in need. You cannot wait to repair your dump between loads, you must have the equipment that will handle your dump without jarring and bumping, and without frightening the horses.

A Soldier of the Dump, am I,
A Soldier brave and true,
I passed them ol' exam's, just why
Is what I'm telling you.
You see I'm good as good can be,
I b'lieve in great simplicity—
When the wagons drive upon the dump,

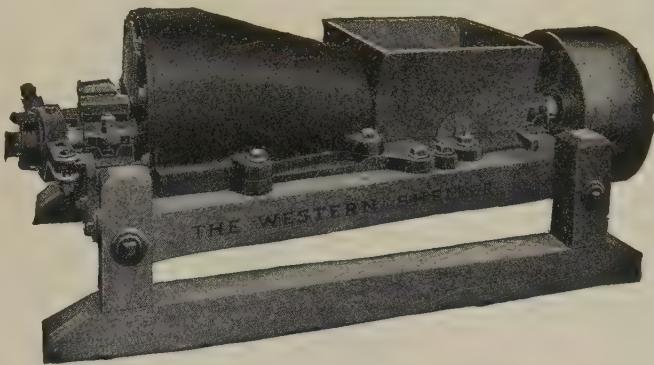
I don't allow that jerk and bump,
I just say, Boys, "Be kerful Sir!
And gently let the ol' cat die,"
And down she sinks with ease so sweet.

That if it were a dream complete,
You could not ask for more.

Circulars upon request.

L. J. Mc MILLIN
523 Board of Trade Bldg.,
INDIANAPOLIS, INDIANA





Undisputed Sheller Supremacy

is that which is enjoyed by the shellers of the WESTERN Line. Wherever you find an elevator equipped with a WESTERN Sheller, you do not see a long line of farmers' wagons waiting for their turn at the dump. These shellers handle the corn as fast as it comes to them; no break downs. There are more WESTERN Shellers in operation today than those of any other make. This is easy to account for. Consider its many exclusive features and you will readily understand why it is so. We ask you to investigate all the shellers on the market; then you will be convinced that the WESTERN is the undisputed leader of them all. Our catalog, which is yours for the asking, describes these shellers as well as the other WESTERN elevator equipment.

UNION IRON WORKS, Decatur, Ill.



DIXON'S Silica Graphite PAINT

gave EIGHT YEARS' SERVICE on these grain elevators. It is the BEST and most popular protective paint because it LASTS LONGER. Pigment and oil vehicle are of highest standard quality.

Dixon's Silica-Graphite Paint has no equal. Made in FIRST QUALITY only for over fifty years.

Write for detailed information and Booklet No. 15-B

Joseph Dixon Crucible Company
Jersey City, N. J.
Established 1827

THE FORESTER Automatic Drain Circulating PUMP

will take care of the water in your Engine. No bursting of cylinders or accumulating of lime in the water jacket.

A post card will bring circulars

G. G. FORESTER MFG. CO.
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Are You Wasting Money?
Operating machines and shafts that could stand idle at least a part of the time. Equip your plant with Tester Clutches and start saving money. Get our Free Booklet. Decatur Foundry, Furnace & Machine Co., Dept. D, DECATUR, INDIANA

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples.

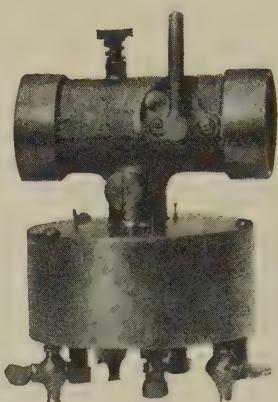
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ST. LOUIS, MO.

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This Equipment

Makes a KEROSENE ENGINE out of any make or type of engine, and saves 60% of the Fuel Bill. Ask the

KEROSENE CARBURETOR CO.
Peoples Life Building Frankfort, Indiana



Eliminates Spotting Charges



Thirty Days FREE Trial

We will send the NEW BADGER Car Mover to your address and you can try it out for thirty days. If it is satisfactory we are to receive \$5.00 for Car Mover, f. o. b. Appleton, but if not satisfactory it can be returned and we pay freight both ways.

NEW BADGER

car movers are used by grain dealers all over the country and what is more they are giving good satisfaction. With it you can do away with spotting charges now being made by the railroads. You will be shipping considerable grain soon and the cars will be dropped far down on your siding. Drop us a post card today and we'll send the New Badger to you immediately

Advance Car Mover Co. Appleton Wisconsin

ALBERT MILLER & COMPANY

Handlers of everything in

HAY and STRAW

"CONSIGNMENTS AND ORDERS SOLICITED"

Timothy Prairie
Clover Packing
Alfalfa Straw

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CHICAGO, ILL.

THE ONLY SANE, SAFE THING

to do is to install an All Metal Fire Proof

Knickerbocker "1905" Cyclone

DUST COLLECTOR

The Knickerbocker Co.,

Jackson, Michigan



How can you

NAIL THE PROFITS

Making sure of every Dollar Due You?

Separate the Volunteer Wheat
from the Oats

Separate the Volunteer Oats and Wild
Oats from the Wheat

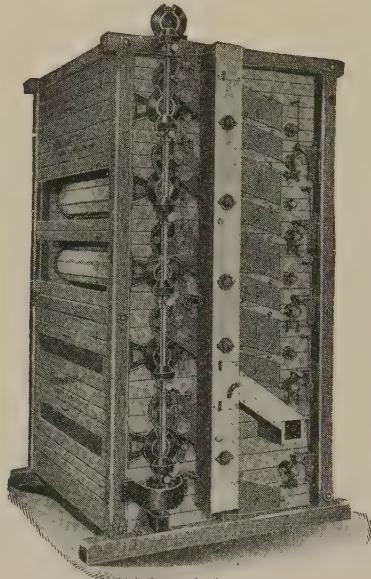
Mixed—These Grains Grade Low
Separated—They Are Worth More

The Richardson Oat Separator is the Answer.
It will Absolutely and Economically Make these
Separations.

Richardson Grain Separator Co.

15th Ave. S. E. and N. P. Tracks

MINNEAPOLIS, MINN.



The Answer

OUR IMPROVED RAILROAD CLAIM BOOK

requires little of your time for filing, and contains spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. It increases and hastens your returns by helping you prove your claims and by helping the claim agent to justify payment.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two page index and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of the claim.

Form A is designed to prove claims for Loss of Weight in Transit.

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Send all orders to

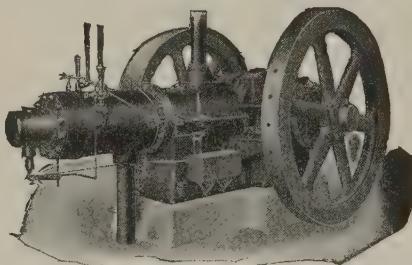
GRAIN DEALERS JOURNAL

315 South La Salle Street

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Stop Those Leaks in Your
Power Plant—Investigate

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The Money-Making MUNCIE

Operating on any liquid fuel that will burn when cast into the fire. It does not even need to be refined—put it in tar and all. The engine keeps going just the same—the only requirement is that the oil be thin enough to pump.

Made in sizes 10 to 125 h.p. Write for our Bulletin—it contains anything you ought to know about engines in general, and the MUNCIE in particular.

Muncie Oil Engine Co.

516 JACKSON ST.

MUNCIE, IND.

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The rate for advertisements in this department is 20 cents per type line each insertion

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KANSAS elevator for sale in hard wheat belt. Address Hard, Box 6, Grain Dealers Journal, Chicago, Ill.

OHIO elevator, warehouse and coal sheds for sale, 100 car point for \$6,000; no trade. Address Box 546, LaRue, Ohio.

FOR SALE—Good elevator, feed and coal business in Southern Indiana. Private switch, plenty of sheds and large warehouse; all in good repair. Write Ann, Box 6, Grain Dealers Journal, Chicago.

FOR SALE—Thirty-five thousand bu. elevator, well located; Eastern Nebr. Big crop; good reason for selling. Address F, Box 5, Grain Dealers Journal, Chicago, Illinois.

TWIN ELEVATORS for sale; no competition here, located in Western Ohio. \$200,000 to \$300,000 business annually. Address Twin, Box 1, Grain Dealers Journal, Chicago, Ill.

THREE elevators for sale or trade for good farm land in Kansas, Mo., Neb., or Okla. These elevators are in Northeastern Kansas. Good crops of wheat and oats. Prospects for good corn crops. Address Kansas, Box 3, Grain Dealers Journal, Chicago, Ill.

EASTERN NEBRASKA—Two elevators on the main line of the Burlington R. R. for sale. Big crop of oats raised and prospects for big crop of corn. Reason for selling, other business elsewhere needs more attention. Address Good, Box 6, Grain Dealers Journal, Chicago, Ill.

IDAHO—New 23,000 capacity elevator, warehouse and potato cellar; good feed business; irrigating country, best water rights in state of Idaho, located near Twin Falls; electric power. Only elevator in town, large field to draw from. If you are looking for a good proposition, answer this ad. Address Cellar, Box 6, Grain Dealers Journal, Chicago, Ill.

CENTRAL OHIO—Elevator and feed mill for sale in the best wheat and oats section in Central Ohio and in the best town of 10,000 population in the state. Also handle a full line of builders' supplies, coal, flour and wool; doing \$350,000.00 business yearly. Big crop of wheat and oats back in farmers' hands. Address Wool, Box 6, Grain Dealers Journal, Chicago, Ill.

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Electrically driven for handling and cleaning grain; feed mill and buckwheat flour; 20,000 bushels capacity, at Fairchild, Wis., connected with two railroads. Only elevator in town; splendid farming country, good point for selling feed and flour; first-class location for seed warehouse. For information, write the N. C. Foster Lumber Co., Fairchild, Wis.

Somebody's always hunting an elevator, and there is no wrong time of the year to put an ad in the "Elevator For Sale" columns of the Journal.

ELEVATORS FOR SALE.

WESTERN INDIANA—In the best corn and oats territory, 35,000 bu. cap. elevator for sale; averages 200,000 bus. annually. Modern residence included. If interested, write Western, Box 6, Grain Dealers Journal, Chicago, Ill.

FOR SALE—30,000 bushel capacity elevator complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

MISSOURI—Small lumber yard and elevator doing \$20,000 yearly business in small country town. Address Harve, Box 4, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Two Ohio elevators on Erie and Big Four R. R. Elevators doing a good business; good reasons for selling. Address Rain, Box 11, Grain Dealers Journal, Chicago, Ill.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" columns of the Grain Dealers Journal, and select one at a satisfactory price and station.

MODERN 40,000 bushel elevator, handles 150,000 bushels' grain annually, sells 1200 tons coal, also feed and seed trade. Best location in town; well equipped and up to date; electric power. A bargain at \$8,000.00. In best part of Southwest Minnesota. Address Fund, Box 6, Grain Dealers Journal, Chicago.

ELEVATOR BROKERS.

JOHN A. RICE, exclusive elevator broker, Frankfort, Indiana.

ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT. NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

JAMES M. MAGUIRE — elevator broker, 6454 Minerva Ave., Chicago.

Have for sale a fine selection of elevators in Illinois, worth the money. Can use a few more if priced right. Always glad to hear from prospective buyers.

BUSINESS OPPORTUNITIES.

WANTED to exchange quarter sec. good farm in Washington Co., Kans., well improved, for elevator, live stock or lumber business, or would take in a good partner. Location Iowa, N. W. Mo., Eastern Neb. or Kans. Box 243, Linn, Kans.

EXCHANGE FOR ELEVATOR or telephone exchange: 165 acres located in Pike County adjoining elevator at Pikes station opposite Louisiana, Mo. Level land fertile, wheat and corn. Good neighborhood, rural mail, service, new barn, poor house, good water. We have spent lots of money for dredge ditches, some tile, price \$15,000, clear of incumbrance, good opportunity for investment and revenue. 100 acres in wheat this year, sold at \$1.90 in Chicago. Owners in grain and telephone business and desire to get the land in their enterprises. Write Coon Bros., Rantoul, Ill. Leased for one year.

ELEVATORS WANTED.

WANT to buy four or five elevators in Western Iowa in good corn and oats territory. Address Box 546, Geneva, Neb.

WANTED TO BUY for cash, good elevator with profitable business in corn and oats territory. Address Ken, Box 6, Grain Dealers Journal, Chicago.

WANTED TO BUY good elevators, well located in the grain belt of Kansas or Oklahoma. Address Comfort, Box 5, Grain Dealers Journal, Chicago, Ill.

120 A. FARM, well improved, within 3 miles of county seat to trade for elevator in Western Ohio or Eastern Indiana. Address School, Box 6, Grain Dealers Journal, Chicago, Ill.

WANTED—To buy an elevator in Western Iowa or Eastern Nebraska, doing not less than 125,000 bu. business annually. Give full particulars. Address Hill, Box 3, Grain Dealers Journal, Chicago.

WANTED TO LEASE, with privilege of buying later, elevator with feed mill in Southwestern Mo., Eastern Kansas or Eastern Okla. or would consider location in these sections that have good corn crop and no facilities for handling at this time. Address Lease, Box 5, Grain Dealers Journal, Chicago.

WANTED.

YOUNG, experienced grain man with capital wants active interest in good line of elevators. Address Active, Box 6, Grain Dealers Journal, Chicago.

MILLS FOR SALE

FOR SALE—Good 150 bbl. mill located in good wheat country. Cheap power. Wrtre J. B. McClure Grain Co., Hutchinson, Kansas.

FOR SALE—Good little custom mill and elevator 1600 bus. cap. bins. Mill 2,000 bu. per day. Fine opportunity for feed and seed business. The Brandon Mill & Elevator Co., Brandon, Colo.

MILL PROPERTY FOR SALE.

A 35 hp. water power mill in the city of Phillipsburg, New Jersey, 6,500 population; five railroads. Will sell as a whole or take a practical miller with \$5,000, as partner to run it; \$15,000 cash now subscribed to start the business. Apply to David L. Emanuel, Karldon Hotel, Easton, Pa.

RECEIVER'S SALE.

The assets of the Forest Park Milling Co. of Ottawa, Kansas, have been ordered sold.

All bids to be sealed, opened by Court, subject to its approval, and received by October 15th, 1917. Property consists of 250 bbl. stone mill, warehouses, office fixtures, account, bills receivable and other personal property.

Separate bids on real estate and personal property must be made. For details, write Receiver.

F. J. Miller, Receiver,
Ottawa, Kans.

Sympathy never sold a feed mill, but a Journal "For Sale" ad has. Try it.

ENGINES FOR SALE.

FOR SALE—1 Fairbanks-Morse 20 H. P. gasoline engine, also 1 Fairbanks 9 H. P. vertical gasoline engine; both in good condition. Miller Bros. Co., St. Anthony, Idaho.

ONE 50 horsepower Fairbanks Morse engine for sale; engine will run on either distillate or gasoline. Will sell at \$1,000.00 FOB Waco, Texas. Engine guaranteed to be in good running order. Clement Grain Company, Waco, Texas.

ANY KIND, ANY SIZE, ANY PRICE gasoline engine which is not in use and which you wish to sell, will find many ready buyers if advertised in the "Gasoline Engines" column of the Grain Dealers Journal, Chicago. Try it.

POWER TO FIT EVERY DEMAND

High grade rebuilt engine values, 1 to 100 hp. at prices you want to pay. Send for big list of engines suited for elevators and mills, for factories and farms, for autos and trucks, for boats and hydroplanes and state your power needs so that we may quote with description.

BADGER MOTOR CO.,
MILWAUKEE, WIS.

FOR SALE—40 hp. Charter gasoline engine using kerosene or distillate and gasoline, running 60-bbl. flour and feed mill with new brass bearings; cylinder new a year ago. \$2,000 machine for \$700. Also 15 hp. gasoline engine, same make running an elevator, \$300. Both will be replaced with motor shortly. Also 7,000 gallon oil tank for buying oil in car lots, thus cutting cost almost in half. Emil Brunner, Hope, Kans.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

SCALES FOR SALE.

FOR SALE—One ten thousand pound capacity Fairbanks Hopper Scale, in first-class working order. The Spelts Grain Co., Sterling, Colo.

SECOND - HAND SCALES OF ANY make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" column of the Grain Dealers Journal, Chicago.

SCALES REPAIRED AND SOLD
50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes; Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

COLUMBIA SCALE CO.
1009 West Ohio Street Chicago, Ill.

Whenever there is a real opportunity of interest to the grain trade it is usually registered in the "Wanted—For Sale" columns of the Journal.

MACHINES FOR SALE.

FOR SALE—10 oil engines, 20 grain cleaners, 50 grinders, 100 roller mills, pulleys, hangers. Half price, like new. A. D. Hughes Co., Wayland, Mich.

WE HAVE in stock at Wichita some fan discharge shellers, some pit shellers and combination sheller and boots for sale cheap. Address White Star Company, Wichita, Kansas.

ELEVATOR OPERATORS wanting good second-hand elevator machinery or supplies invariably make their want known thru the "Machinery Wanted" columns of the Grain Dealers Journal, Chicago.

FOR SALE—One new Standard adding machine, 10 keys; used 16 months, price \$65. Also one Oliver No. 5 typewriter, price \$20. These machines are both working as good as new. J. A. Gilles, St. Joseph, Ill.

BARGAINS. BARGAINS.

Attrition mills, No. 8 Bowsher roller mills, Burr mills, reels, pulleys, friction clutch pulleys, heavy duty belt tighteners, sprocket wheels, boxings, etc. Let us have your wants; we may have it at a bargain as this material is for sale. A. G. Brandt Mfg. Co., Hagerstown, Ind.

FOR SALE—MACHINERY AT BARGAIN PRICES.

1—No. 174 "Barnard & Leas" double side shake milling separator with sieve cleaners, capacity 80 bu. per hr., brand new.....	\$225.00
1—No. 177 "Barnard & Leas" double side shake milling separator, capacity 250 bu. per hr., brand new	350.00
1—No. 204 "Eureka" counterbalanced milling separator, capacity 450 bu. per hr., rebuilt.....	300.00
1—No. 198 "Eureka" milling separator capacity 60 bu. per hr., rebuilt	120.00
1—No. 197 "Eureka" milling separator capacity 45 bu. per hr., rebuilt	105.00
1—No. 4 "Invincible" milling separator capacity 80 bu. per hr., rebuilt	120.00
1—40 bu. "Buffalo" Hopper Scale, rebuilt	50.00
1—100 bu. "Fairbanks" Hopper Scale, rebuilt	75.00
1—200 bu. "Fairbanks" Hopper Scale, rebuilt	85.00

Beltings, pulleys, hangers, shafting, buckets, bolts, separators, boots, etc. Everything for flour mills, feed mills and grain elevators. We ship to responsible parties on 30 days' time. Write today for our complete bargain list.

Est. 1872 B. F. GUMP CO. Inc. 1901
431-437 S. Clinton St. Chicago.

WRITE FOR LIST OF

\$50,000 stock of new and used Pulleys, Shafting, Hangers and every description of Power Transmission Machinery.

LEATHER, RUBBER and CANVAS

BELTING

TEUSCHER & SON
MACHINERY SUPPLY CO.
527 N. 2nd St. St. Louis, Mo.

MACHINES FOR SALE.

FOR SALE—5x14 ft. Boot Tank, good condition, at one third price. A. Moseman, Lyons, Nebraska.

FOR SALE—One practically new Burchard 7 inch turn head spout. The Spelts Grain Co., Sterling, Colo.

FOR SALE cheap, several double cleaners for grain or seed; want to close at low price; successfully used by hundreds of grain men. For full particulars, write Johnson & Field Mfg. Co., Racine, Wis.

BARGAINS AND QUICK SHIPMENTS.

Fine rebuilt Ball Bearing attrition mills, all sizes. 100 gal. Molasses heating kettle. 22 hp. vertical steam boiler, complete with injector and 50 ft. smoke stack. 9x18 corn cracker with magnetic separator. Also oat crusher, 6x12 corn cracker. 500 bu. Fairbanks Hopper scale. Several Westinghouse D. C. motors.

Any amount of other mill and elevator machinery. Complete equipments scientifically arranged for modern flour and cereal mills, molasses stock and poultry feed plants. Plans and flow sheets. Write today.

George J. Noth, Manager,
No. 9 So. Clinton St. Chicago, Ill.

LEATHER BELTING

FOR SALE—Used leather belting, all sizes. J. Keefe, 16 S. Clinton, Chicago.

ADDRESS WANTED.

ADDRESS WANTED of C. A. Stewart, an ex-agt. for McCaul Webster Elvtr. Co. A. Moseman, Lyons, Nebraska.

BARTER AND EXCHANGE.

FOR EXCHANGE—Will exchange 25 hp. induction motor, 220 volt, 61 amp., 3 phase, 60 cycle, 1135 R. P. M. full load, for smaller motor, 10, 12, or 15 horse and difference. Motors of same description as above. Thos. W. Abrams, Tuscola, Ill.

MANY STEAM BOILERS in good condition have been taken out of grain elevators during the last year, all of which could have been used advantageously for storing oil, molasses or for pressure tanks. When the landscape surrounding your elevator is cluttered with discarded machines, tell your brother grain dealers about it. They may have something to exchange which you would like to have.

DO YOU want a machine or machinery? Have you a machine or machinery which you do not use or do not want? Do you enjoy having discarded machines and machinery laying around in your way, to rust out, or would you prefer to exchange it for elevator supplies you need? Use this department. Get what you want. Put your idle capital to work.

When the first ring of the door bell is not answered, don't conclude that the folks are not at home. This applies to Journal "Wanted—For Sale" advertising. Ring again.

The GRAIN DEALERS JOURNAL.

SITUATIONS WANTED.

WANTED—Position as manager for country elevator. Reference and bond furnished. Address List, Box 6, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager of Farmers elvtr.; three years' experience; can furnish good ref. Address Farm, Box 6, Grain Dealers Journal, Chicago.

WANTED—Position as manager country elevator; 10 years' experience; married. Speak German. Address H, Box 4, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as mgr. country elevator by capable, energetic married man. 30 yrs. old; 8 yrs. exp. in operating country elevators. Can keep house in good order. A-1 ref. Address Throw, Box 4, Grain Dealers Journal, Chicago.

EXPERIENCED HELP, such as managers for country stations, foremen, auditors and employees need in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

WANTED—Position as second man in Farmers Elevator; several years experience and a good judge of grain; good bookkeeper; 31 years of age, single; speak American and Norwegian. Address L, Box 6, Grain Dealers Journal, Chicago, Ill.

WANTED—Position buying for a farmers company; 28 years old, married. Have had four years exp. buying and handling coal and flour; can take position at any time. Prefer N. D. Best of ref. Address Buyer, Box 6, Grain Dealers Journal, Chicago.

POSITION WANTED as mgr. or buyer in a good grain region; experienced in all kinds of country elvtrs. in several states, line, farmers and private companies, with A-1 success. Know how to hustle; temperate, in prime of life. Bonds for any amount. Former employers my references. Write, prompt reply, Prime, Box 5, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION—Man with 20 years experience in the grain, hay and implement business, familiar with engines and machinery; know how to build elevators; how to manage the business and run it. If you are looking for a man who can deliver the goods, furnish bond and guilt-edged references address Hunt, Box 5, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as mgr. of country elvtr. out two or three miles from town where I can raise garden and chickens; central or southern Illinois preferred; have had 12 years' experience, can furnish ref. from company I am working for. Am married, have a good position at an elvtr. in town, but prefer the country. I am not a boozier. H. E. Combs, Forest City, Mo.

ARE YOU looking for a position in any branch of the grain business? If you are send us your name, address, nationality, languages spoken, experiences, salary ex-pected, references, in fact any information that will help an employer to form an idea of your ability to serve him. We will keep this information on file and from time to time place you in touch with elevator own-ers who seek competent help. This service will be absolutely free, placing you under no obligation whatever. Write today and get in line for a good position. Address—The Want Ad Man, Grain Dealers Journal, Chicago, Ill.

Journal "Wanted—For Sale" ads will put you in touch with people who are "Necessary to your pros-
perity."

SITUATIONS WANTED.

WANTED—Position as mgr. of elevator in good town; 15 years experience. Refer-ence from present employer. Address Change, Box 6, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by capable grain man. Twenty years experience as manager of fifteen stations. Expert judge of grain. References furnished. Address Lock Box 524, Peoria, Ill.

WANTED—Position in the grain busi-ness; have had 3 years exp. in elvtr.; 34 years old, American; married, two chil-dren. Don't drink or gamble. Want good substantial salary. Good ref. Address Oil, Box 3, Grain Dealers Journal, Chicago.

Don't get "down in the dumps" and be discouraged because you have no position. What you need is a Journal Want Ad. There is a Job for you and do not forget it. There is a job for every man of industry and good habit. The Journal reaches the man who is looking for you and tells your case to him. No other method is so good for getting a job in the grain line. No other method converts discouragement into encouragement so quickly?

SITUATIONS WANTED WITH INVESTMENT.

CAN YOU use an experienced grain man, either buying or selling, exception-ally well qualified to manage line elevators or terminal? Can put some money into satisfactory business. References and particulars if interested. Address Friend, Box 6, Grain Dealers Journal, Chicago, Ill.

WANTED—Position with good grain firm where I can invest some money. Have just closed two successful years operating a grain, feed, flour and coal business for myself; my lease has just expired. Have had one year's experience as second man and one year as manager. American, 32 years old, married. Can furnish good references. Address Port, Box 6, Grain Dealers Journal, Chicago.

WANTED—Position managing line com-pany or with local company handling large business; over 20 years' experience with country elevators and merchandising grain from a terminal market; good on freight rates and a first class accountant. Would be especially valuable this year in a sec-tion having a surplus of corn and oats tributary to Western Kansas and Okla-homa. Could make some investment if needed. Address Trial, Box 6, Grain Dealers Journal, Chicago, Illinois.

HELP WANTED.

WANTED—Good all around second man in elevator. German preferred. Address Plant, Box 3, Grain Dealers Journal, Chi-cago, Illinois.

WANTED—A man for Central Indiana elevator. One man house. One about thirty-five years old who can run elevator and keep simple set of books. No boozier. Address C, Box 5, Grain Dealers Journal, Chicago, Illinois.

WANTED—Manager for grain and im-plement business in Ohio. Must be a hustler, sober, and have plenty experience. Good salary to the man that can give re-sults. Address Ohio, Box 6, Grain Dealers Journal, Chicago, Ill.

WANT A JOB as grain buyer, manager of an elevator, engineer, traveling solicitor or any position connected with the grain business? If so, make your wants known to progressive grain dealers who are in need of experienced help through the "Sit-u-ation Wanted" column of the Grain Dealers Journal.

PARTNERS WANTED.

YOU CAN SECURE a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

PARTNER WANTED—Man with capital to handle new wheat crop. \$250,000 busi-ness last year. Handle coal, implements, feed and flour in town of 1,500. Address Free, Box 1, Grain Dealers Journal, Chi-cago, Ill.

SECOND-HAND BAGS AND BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheet-ing, or Paper for Car Lining, etc. Wanted: second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

Do you want the name and ad-dress of the man who should be working for you? Try an ad in the "Help Wanted" columns of the Journal.

A Trial Order

GRAIN DEALERS JOURNAL

315 So. La Salle St., Chicago, Ill.

Gentlemen:—I wish to try the *Grain Dealers Journal* on the 10th and 25th of each month for one year just to learn if I can get any helpful suggestions from the opinions and experiences of other grain dealers. Enclosed please find One Dollar and Fifty Cents.

Name of Firm.....

Capacity of Elevator

Post Office.....

bus.

State.....

MACHINES WANTED.

WANTED—A good capacity seed cleaner, 116 or 109A clipper preferred. The Garman Grain Co., Delphos, Ohio.

MULTIGRAPH, second hand, wanted. Give model, equipment, condition and price. Address Duplicator, Box 3, Grain Dealers Journal, Chicago, Ill.

WANTED—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of the Grain Dealers Journal in securing prices and estimates of machines for sale. We can save you money. More than value received.

FEEDSTUFFS.

WANTED—Quick shipments hay, oats, mill feed. Fair demand. J. M. Williams & Co., Memphis, Tenn.

INFORMATION BURO

READERS DESIRING to learn by whom, or where any grain handling machine or device is made, can generally obtain it promptly by addressing Information Buro, Grain Dealers Journal, Chicago, Ill.

MISCELLANEOUS.

IF YOUR rope transmission breaks or you are putting on a new rope, phone or wire and will come; work guaranteed. P. D. Richards, Pocahontas, Iowa.

DYNAMOS—MOTORS.

FOR SALE—Several second hand direct current motors. For full particulars, address Thomas Wilson, Inc., Marlette, Michigan.

FOR SALE—20 hp. Fairbanks Morse electric motor; 40 hp. Fairbanks Morse electric motor and 25 hp. General Electric motor, all 2 phase, 2200 volts; good condition. Bargain. E. B. St. Clair, Teague, Texas.

DYNAMOS AND MOTOR BUYERS are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamics—Motors" columns of the Grain Dealers Journal, Chicago.

A better elevator manager than you have ever had will read the "Help Wanted" ads in this issue! Go after him in the next.

BACK NUMBERS

GRAIN DEALERS JOURNAL WANTED

Will pay 25c a copy for Grain Dealers Journal Vol. VII Nos. 1, 2, 3, 4, 5, 6, and 7, also for Vol. VIII Nos. 9, 10, 11, and 12. Address A. Keady, Room 507 Traders Bldg., Chicago, Ill.

GRAIN TESTER FOR SALE.

FOR SALE—Hess moisture grain tester. For price, address Nutriline Milling Company, Ltd., Crowley, Louisiana.

STEAM ENGINES—BOILERS.

FOR SALE—One Brownell Hor. tubular boiler with dome. 40 H. P. Used only 4 yrs. Good as new. Gifford Elevator Co., Gifford, Ill.

FOR SALE—100 hp., 125 pound pressure new Ames boiler with or without 14x36 Murray-Corliss engine, used one year; one 140 hp. Ball engine, direct connected to 90 kw. Westinghouse generator; one 65 hp. Ideal engine, belted to 45 kw. General Electric generator. All in first class condition. Address The Walter Tips Co., Austin, Texas.

SEEDS FOR SALE—WANTED

SEEDS FOR SALE.

FOR SALE—Millet in carlots, both hog and golden. John E. Spelts, Julesburg, Colo.

FOR SALE—Superfine tested Perennial and Italian Ryegrasses. Crested Dogstail. John Lytle & Sons, Ltd., Belfast, Ireland.

WANTED—Medium red, alsike and mammoth clover seed. Send samples and prices. For Sale, new recleaned timothy seed. J. W. Richards, Ferris, Ill.

SEEDS WANTED.

WE ARE in the market for Medium Red Clover and Alsike. Mail samples and prices in first letter. E. G. Lewis Seed Co., Media, Ill.

GRAIN WANTED.

IF YOU WISH to get in touch with a large number of dealers who have grain of all kinds for sale, insert an advertisement in the "Grain Wanted" columns of Grain Dealers Journal, Chicago, Ill.

WHEAT WANTED

VALLEY WHEAT WANTED at once. Submit samples and prices. Banister Mills Co., Houston, Va.

MUST HAVE GOOD milling wheat for my 500 bbl. mill. Submit samples and prices. H. M. Cheek, Bowersville, Ga.

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

WE OFFER
STARK "A"
COTTON
GRAIN BAGS
\$40 Per Bale

Net Cash, f. o. b. Milwaukee.
Orders subject our confirmation.

COURTEEN
SEED COMPANY
Milwaukee, Wis.

LOUISVILLE SEED COMPANY
INCORPORATED
LOUISVILLE, KY.
Headquarters for
RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES FIELD SEEDS

The Mangelsdorf Bros. Co.
Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.
ATCHISON KANSAS

MOISTURE
TESTERS

The New Government Rules for Grading Grain make it imperative that every grain elevator be equipped with Moisture Tester. Have you got yours? If not, write us about the **Approved Brown-Duvel**.

The Kny-Scheerer Corp.
404 W. 21st St. New York, N. Y.

Receiving and Stock Book

Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with leather back and corners. Each of its 180 pages is 9x12 inches, giving room for recording 3200 wagon loads.

Order Form 321 . . . Price, \$1.75

GRAIN DEALERS JOURNAL,

La Salle St., Chicago, Ill.

SEEDS FOR SALE—WANTED

SEEDS WANTED.

FOR SALE—Sunflower seed, carlots or less. Southeast Mo. Grain Co., Malden, Mo.

WE BUY AND SELL

Wheat Screenings, Cane Seed, Salvage Wheat, Kaffir Corn. Write or wire for prices.
HENRY LICHTIG & CO., Kansas City, Mo.

MISSOURI BRAND SEEDS

Specialists

KANSAS GROWN ALFALFA
MISSOURI GROWN BLUE GRASS
MISSOURI SEED CO.
KANSAS CITY, MISSOURI

SCREENINGS WANTED

Clover and Alfalfa Seed Screenings wanted. Also Low Grade Clover Seed. Send us samples which will have our prompt attention. King Seed Co., North Vernon, Ind.

FERRETS.

2,000 FERRETS. Prices and booklet free. N. E. Knapp, Rochester, Ohio.

SAMUEL McCUSAULAND

Belfast, Ireland

Cleaner and exporter of finest Perennial and Italian Ryegrass seeds, Crested Dogstail seed, etc. Importer of Clover and Natural grass-seeds. Cables, "Shamrock, Belfast." A B C Code, 4th and 5th Editions.

Directory

Grass Seed Trade

ATCHISON, KANS.

Mangelsdorf Bros. & Co., The, wholesale seeds.

BALTIMORE, MD.

Scarlett & Co., Wm. G., whse. seed merchants.

BELFAST, IRELAND.

Lytle & Sons, Ltd., John, Per. & Ital. Ryegrasses. McClinton & Co., wholesale, export & import.

McCausland, Samuel, ryegrass and dogstail.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds. Illinois Seed Co., The, grass and field seeds. Johnson, J. Oliver, seed merchant.

CLAREMORE, OKLA.

The O'Bannon Co., grass seed dealers.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds. Crawfordsville Seed Co., seed merchants.

EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

FARIBAULT, MINN.

Farmers Seed & Nursery Co., seed merchants.

GIBSON CITY, ILL.

Noble Bros., whse. seed merchants.

INDIANAPOLIS, IND.

Southern Seed Co., field and garden seeds.

KANSAS CITY, MO.

Missouri Seed Co., who. exp. and imp.

Peppard Seed Co., J. G., wholesale seeds.

Rudy-Patrick Seed Co., wholesale seeds.

LAWRENCE, KANS.

Busch Seed Co., W. J., seeds and grain.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, field seeds.

Lewis & Chambers, field seeds.

Louisville Seed Co., clover & grasses.

MACON, GA.

Georgia Seed Co., field and garden seeds.

MEMPHIS, TENN.

Schwill & Co., O., garden and field seeds.

Russell Seed Co., all southern seeds.

MILWAUKEE, WIS.

Courteau Seed Co., field seeds.

L. Teweles Seed Co., field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.

Minneapolis Seed Co., seed merchants.

Northrup, King & Co., wholesale seeds.

NEW YORK, N. Y.

Doughten, Inc., H. W., grass & field seeds.

Radwane, I. L., field & grass seeds, exp. imptrs.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, whse. field sds.

ST. LOUIS, MO.

J. Goldsmith & Co., grass seeds, peas, grain.

Kaercher-Schistler, F. & G. S. Co., seed merchants.

TOLEDO, OHIO.

Crumbaugh-Kuehn Co., alsike, timothy, alfalfa.

Hirsch, Henry, clover, alsike, timothy, alfalfa.

The Toledo Field Seed Co., clover, timothy.

TWIN VALLEY, MINN.

Heiberg Elevator Co., wholesale seed merchants.

OTTO SCHWILL & CO.

Memphis, Tenn.

GARDEN and FIELD SEEDS

Also Onion Sets, Poultry Food, Bee Supplies

We Buy SEEDS We Sell

J. G. PEPPARD SEED CO.
Kansas City, Mo.

RUSSELL SEED CO.

Carlot Shippers All Southern Seeds
We buy Clovers, Rye, Barley, Wheat

MEMPHIS, TENN.

We are in the market for
high grades of all

Clovers and Timothy

also

all mixtures containing

White Clover

WM. G. SCARLETT & CO.
Baltimore, Md.

FLOWER, FIELD and LAWN SEED

J. OLIVER JOHNSON

Wholesale

SEED MERCHANT

1805-9 Milwaukee Ave., CHICAGO, ILLINOIS

THE
ILLINOIS SEED CO.
CHICAGO, ILL.

We Buy and Sell

Field Seeds

Ask for Prices

Mail Samples for Bids

We are buyers and sellers
continually of
**CLOVER, ALSYKE,
TIMOTHY, ALFALFA**
carlots or less.

Sample envelopes on request.
Send us samples of what you
have to offer.

Write or wire when in market.

T. H. COCHRANE CO.
PORTAGE WISCONSIN

L. Teweles Seed Co.

Milwaukee Wisconsin

Headquarters for

Red, White and Alsike

Clover

Timothy and Alfalfa

Seed

SEED CORN FIELD PEAS

MINNEAPOLIS
SEED
CO.

DISTRIBUTORS



FIELD SEEDS

TIMOTHY and MILLET Our Specialties

SEEDS FOR SALE—WANTED

SEEDS WANTED.

WILD MUSTARD SEED wanted. P. L. Zimmermann Co., St. Louis, Mo.

WANTED TO BUY Timothy, Alfalfa and sweet clover seed. Oshkosh Seed Co., Oshkosh, Wis.

WINTER VETCH
NEW CROP MICHIGAN GROWN
YOUNG-RANDOLPH SEED CO., Owosso Mich

Crawfordsville Seed Co.
Crawfordsville, Ind.
FIELD SEEDS

H. W. DOUGHTEN, 59 PEARL STREET,
NEW YORK CITY
Importers, Exporters and Jobbers
Grass and Field Seeds
We Are Buyers of NEW CROP ALSIKE
and Sellers of D. E. RAPE

FOR IMPORT—25 TO 100 TON LOTS
NEW CROP JAPANESE

DWARF ESSEX
RAPE

MAXIM HERSHEY SEED CO.
"THE IMPORT COMMISSION HOUSE"
81 NEW ST. NEW YORK CITY

SEEDS FOR SALE.

FOR SALE—Black Hills alfalfa seed; \$6 per bushel. For sample, send stamp to Brookside Farm, Buffalo Gap, S. D.

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

CLOVER INVESTORS
Southworth's Weekly Review summarizes the week's high-lights in clover as reflected in world's leading market. Sample copy on request. Complete hedging, investment, consignment service in clover, alsike, timothy.
SOUTHWORTH & CO., Toledo, Ohio
GRAINS—SEEDS—PROVISIONS

CLOVER SEED—TIMOTHY SEED
That order for clover or timothy futures
"Send it to Zahm"
J. F. ZAHM & COMPANY, Toledo, Ohio
Here since 1879 Ask for our daily Red Letter—Free

FOR SALE
HAIRY VETCH
WHITE CLOVER
CRIMSON

HEMP, CANARY, SUNFLOWER
In car lots or ton lots for immediate shipment
We Specialize

I. L. RADWANER, Seed Merchants
43 Years in the Trade
New York City Office & Whse., 83 Water St.

SEEDS FOR SALE

Winter Wheat
Turkey Red

Grown successfully in Le Sueur County, Minnesota, for 20 years past; well cleaned and in prime order. Less than 5 bushel \$3.00 per bushel, larger orders \$2.90 per bushel on cars Le Sueur, Minnesota. Sacks free. Order from

Humiston & St. John Co.
Field Seeds
Worthington, Minn.

The Toledo Field Seed Co.
Clover and Timothy Seed
Consignments solicited. Send us your samples.
Toledo, Ohio

THE CRUMBAUGH - KUEHN CO.

We pay top prices for seeds. Your track or Toledo. Send samples.

ALSIKE TIMOTHY ALFALFA

HENRY HIRSCH
WHOLESALE FIELD SEEDS
CLOVER—ALSIKE—TIMOTHY—ALFALFA
Our Specialty
All Other Field Seeds
TOLEDO — — OHIO

FIELD SEEDS GRASS
Poultry Feeds

Timothy
Clover
Alfalfa
Millets

Cane
Kafir
Popcorn
Lawn Grass

The Albert Dickinson Co.
ESTABLISHED 1855
Minneapolis Chicago

Crabbs Reynolds Taylor Company
INCORPORATED

GRAIN AND SEEDS

CLOVER SEEDS OUR HOBBY

We are always in the market to buy or sell
Clover and Timothy

Operating Line of Country Elevators
Buyers of Track Grain

WRITE, WIRE OR PHONE US

Crawfordsville

Indiana

Buffalo

this week was host to hundreds of members of the Grain Dealers' National Association. Those attending the 21st Annual Convention were able to form an idea of what Buffalo is equipped to do for them. They are now convinced that it is the one market to ship to.

If you were not in Buffalo this week you surely missed something. You will realize this after reading the report of the convention proceedings given elsewhere in this issue.

Do you know that Buffalo has a population in excess of one-half million people and serves a district with a consumer population of at least twenty million? This guarantees a steady demand and high prices.

The Corn Exchange, one of the most active commercial bodies in the United States, is composed of concerns known for their reliability and the promptness with which they execute shippers' orders.

The members listed below are anxious to give you facts and figures that will prove conclusively the dollar and cents value of sending your grain to Buffalo.

Write any of them for full particulars.

Burns Grain Co.,
Grain Commission
Churchill Grain & Seed Co., The
Receivers and Shippers
Crowe, Milton
Get the spot premium—
consign
Electric Grain Elevator Co., The
Consignments
Harold, A. W.,
Grain—Barley a Specialty
Heathfield & Co., Inc., W. G.
Strictly Commission
Gee-Lewis Grain Co.,
Salvage and Sample Grade
Grain
McConnell Grain Corp'n,
Commission Merchants

Maurer, Inc., F. J.,
Grain
Pierce, Geo. E.,
Oats a Specialty
Pratt & Co.,
Receivers and Shippers
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Consignments

GRAIN DEALERS JOURNAL

[Incorporated]

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value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

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LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome.

QUERIES

for grain trade information not found in the Journal are always welcome. Address "Asked-Answered" department. The service is free to all.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.

CHICAGO, SEPTEMBER 25, 1917

RYE prices do not seem able to maintain their usual relation to the price of the same grade of wheat. An explanation might help some rye shippers to market their holdings more advantageously.

FOOD CONTROL by the Government after the close of the war may be a foregone conclusion in estimation of the selfish socialists, but the dealers and manufacturers will lose no opportunity to show that the politicians have added materially to the cost of getting grain from the producer to the consumer, without rendering any needed service.

THE GRAIN DEALER seems to have been given small consideration in the Food Control Law and even less in the Food Administration's contract with the millers. Flour makers manufacturing 100 bbls. or less flour per day are *not* required to take out a license or to report to the Food Administration. All millers seem to be free to pay as much as they like for wheat and are permitted to get a profit of 25 cents per barrel on their flour. It looks as tho the grain dealer had no friends at court, nor any acquaintances who dared to intercede for him.

MAIL service has greatly deteriorated during recent months so that much first class mail is delayed inordinately in transit. Important market messages which need prompt delivery can not be safely entrusted to the mails. Use the wires and your orders can be quickly consummated.

THE Government having abolished its fixed price on No. 4 and the lower grades of wheat in order "to end an injustice," wheat dealers will watch with interest for a ruling indicating similar consideration for the higher grades. It has always been found next to impossible to legislate value into any commodity unless holders were agreeable.

AN EASTERN newspaper, after making extended comment on the price of wheat and flour, together with costs of production, handling, and other factors, admits that the average person is not competent to enter a technical argument about wheat prices. It is a sad truth that a great many other people have that yet to learn.

IF JACK FROST will just delay his second visit to the corn fields for a couple weeks we will surely have enough maize to swamp all the shipping facilities of this country and Europe. The principal bull factors so far are the lack of corn reserves and the large number of hogs and cattle which must soon be fed from the crib.

EVERY grain dealer owes it to himself and his business to peruse carefully the annual addresses of President Eikenberry, Julius H. Barnes, the president of the Food Administration Grain Corporation, on the workings of the Food Control Law; Chas. J. Brand, chief of the Bureau of Markets, on its Relation to the Grain Trade, and Dr. J. W. T. Duvel, Crop Technologist in charge of the grain standardization on the Government Standards for Wheat. Each address contains much new information of vital interest to every dealer and merits close reading by all.

GRAIN SHIPPERS who make no effort to keep their shipping scales in accurate weighing condition and those who depend upon measurements of grain in the car for the amount of each shipment are not in position to substantiate a claim for shortage in any shipment. Their indifference to correct weights of shipments casts a deep shadow of doubt on everyone of their own claims for shortage and causes railroad claim agents to wonder if the weights of many other grain shippers can be depended upon. More care in determining the exact weight of each shipment and in convincing the claim agent of the dependability of the weights will greatly improve the standing of shipper's weights with the railroads and insure the prompt payment of more just claims.

FARMERS are not marketing their wheat as rapidly as last year or two years ago, but they are preparing to plant a larger acreage of winter grain than ever. They seem to think no crop will be large enough to break the Government's price on wheat of the 1918 crop, so are working hard while the plowing is good. The real cause of the trouble is we started the new crop year with no stocks of wheat.

LIGHTNING has not been so productive of elevator fires this summer as usual, due probably to the lower average temperature, but still the mutual insurance companies specializing in grain elevators grant a sufficient reduction in rate for the proper equipment of elevators with lightning protection to justify each owner protecting his property with the best equipment obtainable, in fact the insurance companies, thru their reduction in rate, will return the cost of the installation to the elevator owner in the course of a few years.

WHEN THE clerks of the Food Administration Grain Corporation offices get posted, grain dealers will receive more intelligent replies and not be confused and confounded by so many apparent contradictions. The Food Administration has its hands more than full and it is not likely to attempt to regulate more than wheat and rye for some time to come. The regulation cannot as yet be considered a success, as the wheat receipts at primary markets are much below last year's receipts, altho the government estimates the wheat crop at twenty million bushels more. More patience and care in the study of the law and the proclamations of the President will give everyone in the trade a clearer understanding of what can be done and is being attempted.

A NORTH DAKOTA elevator manager has been arrested for stamping storage receipts for grain as requested by the Food Administrator, which would have the effect of terminating the storage of farmers' grain at the end of 30 days. North Dakota's attorney-general holds the 30 day storage clause in the Food Control regulations illegal and proposes to fight it, principally because North Dakota has a law requiring all elevator men to store grain for farmers. Ridiculous tho it may seem, the officials of that state have succeeded in bulldozing most of the elevator men in the state into believing that they must store grain for all comers, whether they be so disposed or not. Any elevator man who desires to operate an elevator solely for the purpose of handling his own grain, may do so in any state. Should the state desire to confiscate his property and operate it as a public storehouse, then it must recompense him fully for his property, but no state has the right to take a man's property for the use of others, without full compensation.

The GRAIN DEALERS JOURNAL.

The Shipper's Desire.

WINTER WHEAT farmers are working earnestly to sow a large acreage to their favorite crop. While good seed wheat is commanding a handsome premium and the price is proving discouraging to a few faint hearted farmers, still reports from various sections would seem to indicate that the acreage will be greatly increased over that of last year, which was the largest on record.

NOT CONTENT with having supplanted American firms in the export trade the Wheat Export Co. is spreading its tentacles to monopolize the business of interior American grain merchants. This foreign organization of colossal buying power has set up its employes as members of our leading grain exchanges, and apparently is doing everything in its power to disrupt and destroy the regular grain trade.

DISCOUNTS due to dockage in wheat has caused so much grief to country elevator men since the adoption of the Federal grades for wheat, all will be deeply interested in the remarks of Government officials at the Buffalo convention, which is reported elsewhere in this number. It seems that dockage for broken kernels in clean wheat is not permissible under the rules and that many of the dockage tests are unfair in that the wrong sieves were used to determine the percentage of foreign matter contained. Buyers can not long continue to discount shippers on account of the dockage and at the same time convert the dockage to their own use. Read the proceedings and protect your business from unexpected losses on account of dockage.

IF GRAIN dealers everywhere would refuse absolutely to have any dealings in organized markets with firms who are not members of the organized exchanges, the tricksters would be greatly reduced in number. All non-members in the organized markets are not tricksters by any means, neither are all members fair and square in all their dealings, but the grain exchanges invariably provide some regulation for the protection of the interests of the outside dealer against unfair dealing by a member. A grain exchange which undertakes to uphold, protect, defend or countenance a member who makes a practice of preying upon the unwary outsider, would soon be in such disrepute with the entire trade as to prove a bar to any desirable business. As a rule the swindler and trickster who persists in preying upon interior grain dealers is not a member of the organized exchange, because he knows very well it would be useless for him to apply for membership. It is so much safer to do business with members in the organized markets that dealers owe it to themselves to make inquiry regarding the standing of any firm with whom they contemplate dealing.

The outstanding feature of the testimony of shippers at the hearing on claims before Examiner Wilson of the Interstate Commerce Com'isn at Chicago last week was the willingness of the shippers to co-operate with the carriers in a constructive effort to maintain scales in a dependable condition; and this willingness was expressed so forcibly, and by so many witnesses, that it is evident the same feeling is shared by all shippers of grain.

Grain shippers do not insist upon anything unreasonable, nor will they expect the railroads to give them something for nothing. No one is more willing to admit that scales require constant care than the experienced grain dealer. He believes, however, that the majority of elevator scales are giving trustworthy results, and it is his desire that the carriers co-operate with him to the extent that they, too, will have confidence in shippers weights. Then both can more readily discover the causes of inaccuracies and proceed to correct them.

Some railroad officials stupidly insist that grain shippers know their weights are always incorrect and are determined to keep them so. This is not so, and no one knows it better than the representatives of the railroads, who come in contact with the men who actually do the weighing.

The railroads are right in refusing to pay claims that are based upon weights ascertained by mere guesswork; and the shipper who is willing to guess at the contents of a car ought, also, to be satisfied with the returns which he receives from the car, whether those returns be more or less than his guess.

The railroads are acting unfairly when they attempt to convince the Com'isn that all cars are loaded without reliable information as to the exact weight of the contents. On the other hand, the majority of grain shipments are loaded under conditions, and by the use of facilities, which make the contents of each as definitely known as it is humanly possible to know anything. Co-operation can, and eventually will, make this true with respect to all grain shipments.

The railroads must admit that some grain is lost in transit; that grain shipments can be correctly weighed at country points, using the same type of facilities that are now in use; that some grain, moving between certain points, will take on added moisture and therefore increase in weight, even tho other shipments may naturally shrink; and that their present policy in the handling of claims for loss of and damage to grain in transit is not fair. If they refuse to admit these things it is equivalent to an admission that fairness is distasteful and will only be accepted as a last resort.

The whole controversy about claims for

loss of and damage to grain in transit has gone to such length that it can never be settled satisfactorily except by co-operation. Why, then, is there not co-operation?

The shippers are willing, they have proven it many times; for the hearing at Chicago was not the first occasion when it was proposed. It may be that the Interstate Commerce Com'isn has not heard of it before, but the railroads have heard it upon numerous occasions. The railroads have even appeared to accept the proposition in certain isolated instances.

In Oklahoma the grain shippers and the carriers have an agreement which was conceived in a spirit of co-operation, but which has never reached its fullest effectiveness because the carriers are not willing that it shall. In Missouri and Indiana the same movement was started but it died because the railroads apparently lost interest in it. Oklahoma shippers are ready; Missouri shippers are ready; the shippers thruout the country are ready. What about the carriers? They ask that the case be indefinitely postponed.

No doubt the reason for this is that the railroads realize that the greater percentage of the grain shipments of the country are weighed correctly as matters now stand. They can not, therefore, hope to gain enough thru co-operation to offset the extra amount which they will be called upon to pay in freight claims; and for that reason they do not desire a better understanding. They know that by working with the shippers they can eliminate many of the existing inaccuracies but they will also be forced to accept the weights which they have approved. Since these "approved" weights will, in most cases, be identical with those which are now secured, the total sum paid out on claims would be only slightly reduced, and co-operation would cost them more than they gain thru it.

It is to be hoped that the commission will be impressed by the fairness which the shippers have shown in making the repeated offers to co-operate, and it may be that the grain trade has not long to wait for a fair solution of the shortage problem.

Rescind the Thirty-Day Limit.

The suggestion by the food control that storage should not be granted for more than 30 days was intended to prevent hoarding, and now that the price has been fixed there is nothing to be gained by hoarding, so that this limitation serves absolutely no useful purpose.

Practically the buyer of wheat from the farmer finds it absolutely necessary to hold some kinds of grain received in small lots for more than 30 days in order to accumulate sufficient to fill a car for shipment to the terminal market.

Maligning the Grain Dealer.

If anyone can advance a reasonable excuse for the continued misrepresentation of grain dealers by Food Administrator Hoover, loyal grain men everywhere will be pleased to hear of it.

In Washington on the 5th inst. Mr. Hoover told the Live Stock Producers that, "Before the Government took control of the wheat situation the farmer was securing an average of \$1.50 a bushel and flour was selling on the New York market for an average of \$14.30 per barrel wholesale. Now flour is selling for an average of \$11.35 per barrel and the farmer is receiving an average increase of 60 cts. per bushel for his wheat."

In other words the producer now gets \$3 more for the grain necessary to make a barrel of flour and the consumer pays \$3 less per barrel for the same flour—a difference of \$6. The grain men of the country have given the Food Administration everything asked, so Mr. Hoover can not hold any grudge against them. Why he should persist in wrongfully charging them with robbing the people is beyond understanding.

Wheat Commission Rates Imperiled?

The recent conference at Chicago between vice presidents of the Grain Corporation and the grain receivers developed the fact that the government is not in a position to guarantee the commission merchants a rate of one per cent, 1½ cents or 1 cent per bushel, or any rate.

As pointed out by Mr. Barnes, government buying deprives the members of the Board of Trade of the protection afforded them hitherto by the commission rule. Under the law the government can not discriminate in buying, but must pay the same price to all. The suggestion was thrown out that if rates were maintained at the present level competition would develop outside the exchanges with destructive effect.

The Food Administration recognizes that the elaborate and most efficient machinery of the grain exchanges has been built up by years of painstaking effort and that the exchanges are entitled to protection. Accordingly it has prevailed upon millers to give the exchanges some measure of protection by deducting one cent per bushel when bidding the country. Unfortunately the protection so extended has not the force of law or a commission rule of a grain exchange.

The possibility of developing outside competition of destructive character seems remote in view of the preference shown by country shippers for dealing with members of the established exchanges. A fly-by-night concern that has nothing to recommend it other than the cut commission rate will get no business from the regular country dealer.

Experience with these sharks has taught the shipper that they lack the financial backing or moral standing that is requisite to become a member of the organized exchange.

Who Will Pay the Carrying Charges?

Grain dealers who have long carried grain in storage, know full well that it costs real money to hold grain. Inasmuch as the Food Administration has seen fit to fix one price for the entire crop year, there will be no compensation or satisfaction for the man who chooses or is forced by conditions beyond his control to hold wheat. Elevators cannot be built and storage facilities maintained without expense. The money employed in holding grain is surely worthy of its interest. The insurance man will not carry the risk for nothing and the assessor will demand his share on the wheat handled. Great Britain has established a graduated price, which increases sufficiently during the progress of the crop year to make up for deterioration, shrinkage and other charges accompanying the carrying of grain.

These expenses of carrying grain are all real live factors in the cost of getting grain from the producer to the consumer and cannot be wiped out of existence by rules and regulations, regardless of how persistent the Food Administrator is in trying to do so. The economical methods of the grain trade have been evolved through sixty years of conscientious effort to improve business conditions and long experience shows the rules and regulations of the various grain markets have been flexible enough to give Supply and Demand the freest exercise of their changing influences. No fairer regulators of price have ever been discovered in any line of business activity and it does not seem possible that any government will be able to dictate prices more justly or more equitably than these factors, which have long held full sway on the public exchanges.

So long as the millers grind the wheat as fast as the farmers deliver it and the railroads are able to forward shipments promptly no one will be burdened with carrying charges, but the time may come when stocks will accumulate.

AFTER THE WAR is over the politicians who are now destroying or handicapping business may be proved to be traitors to the best interests of the country and people. Their common response to the slightest criticism of their multifarious schemes for "handling business more efficiently" than men with lifetime experiences have been doing is the charge of "Profiteer! Traitor!" Whenever the opposing counsel has a weak case he indulges in abuse but seldom convinces the jury that his case has merit.

Chicago Conference on Commission Rate.

[Continued from page 478.]

sibly in the interest of the producer who is receiving special benefits by such legislation as the federal farm loan act, especially as the grain men are co-operating with the farmer by selling him seeds at cost, and taking pay in his notes for 9 months.

Duluth representatives pleaded for consideration for the grain receivers. "We advance to the country elevator to store grain in his elevator. We are entitled to more than we are getting to get anything for our labor. We can not live on the commission we are getting now."

Geo. C. Martin, of St. Louis: We feel that as the present rate of one per cent is reasonable we should add our voice to what has been said. Our rate was fixed Apr. 28 after mature consideration. We have made a careful canvass of our zone, and we fail to find a demand from the producer, shipper or consumer for a reduction of commissions. We would like to know the source of the demand. We have been unable to find it. The commission business is only a small part of the business of the St. Louis grain market.

A. C. Field, representing New York Produce Exchange: The New York Produce Exchange has agreed without question to take care of consignments on the 1 cent per bushel basis.

Mr. Miller, Omaha: No one had any complaint to make on the change in the rate from the per bushel to the percentage basis. One large firm, handling consignments only, shows that its expenses have exceeded the income.

Cincinnati's delegate reported they are not making a profit.

Mr. Dalrymple, Minneapolis: We have to put out an increased number of traveling men to watch our risks.

Julius H. Barnes: By the government action of stabilizing prices we eliminate the losses due to the hazard of price fluctuations.

With government buying you have no protection like that of the organized exchanges. Anyone can compete with you in your established business.

Mr. Sager: We did not do business last year on the theory that the rate was adequate; but were hoping that the war would end soon. It was patriotism that led us to do business last year at 1 cent. If the rate is reduced many will have to retire from business. The men in the receiving business are men of modest capital, employing about \$250,000 in their business. The rich men are not in the receiving end of the business.

C. H. Thayer, of Chicago, read telegrams of protest received by him from the organized exchanges at Hutchinson, Kan.; Oklahoma City, Okla.; Fort Worth, Tex.; and Wichita, Kan.

A. Kempner, Chicago: A system that has taken years to perfect and that gives the producer the full value of his grain should be encouraged by the food administration.

Adjourned.

Corn Limit to be Reconsidered.

Conditions having changed since the maximum limit of \$1.28 per bushel was established for transactions in corn for December and May delivery the directors of the Chicago Board of Trade on Sept. 25 voted to call a meeting of the interested exchanges on Oct. 11 at Chicago to consider the maximum price and all other matters germane to this question.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Tabulated Grade Schedule Wanted.

Grain Dealers Journal: We have recently seen a specimen of the new federal grade schedules in tabulated form. This sample has been misplaced, and we desire to know where the schedules can be obtained.—The Van Dusen Harrington Co., Minneapolis, Minn.

Is Dockage Included in Contract?

Grain Dealers Journal: Here is a new one. Suppose we sell one of our customers 5,000 bu. of wheat and under the new Government dockage system we have been docked on this 5,000 bu. enough to equal 50 bu. Have we, or have we not, filled our 5,000 bu. contract? We would like to know what action has been taken, and what the general rule is, that has been applied.—Salina Produce Co., Salina, Kan.

No License for Small Mills.

Grain Dealers Journal: Are mills of fifty barrels capacity required to take out license to operate. Also whether or not we are allowed to carry wheat in store for farmers. We have written the offices of the Food Administration both at New York and Chicago for this information and for license blanks to operate our elevator but up to this date have received neither.—Miesenholder Bros., Palestine, Ill.

Ans.: Mills of less than 100 barrels daily are not required to take out license; but a license for the wheat elevator must be applied for, and unless the present regulation is changed an elevator can not store wheat for a farmer more than 30 days.

Railroads Unfair on Weights.

Grain Dealers Journal: We note that in the Journal of Aug. 25 an inquiry if any of readers have had claims for shortage turned down by the railroad claim agents on the grounds that car "arrived at destination in good condition with seals intact."

We beg to advise that we have had a good number of claims turned down on that precise ground. Whenever we file claim for shortage and the car record shows that car arrived with "no apparent leaks," we have received a stereotyped refusal of our claim on the grounds of natural shrink in transit, and variance in scale weights. At our plant here at Paris we maintain track scales which are tested regularly by the railroad, and have always been found to be in perfect condition. We feel that we are just as fair and correct weighmasters as the terminal people.

Taking everything into consideration, we think that the railroads are taking a very unfair attitude towards grain shippers. Also they are just as bad in

regard to loss of coal in transit. One must pay on basis of mine weights, and the railroad collects freight for that weight altho they do not deliver that amount.—Rudy-Huston Grain Co., Paris, Ill.

Who Are Argentine Dealers?

Grain Dealers Journal: I am interested in getting into the grain business in the Argentine Republic, and desire to learn the address of several of the leading grain companies of that Republic. I want to work there for a while, to get an idea of their methods of handling grain, before I go out for myself.—W. J. Pitman, Fort Benton, Mont.

Percentage of Salvage Recovery?

Grain Dealers Journal: In the Journal recently I read a statement that a return of 29.5 per cent of the value of the grain in the case of the Maney Milling Co.'s elevator fire at Omaha was the largest ever obtained where the building was entirely destroyed. This may be true as to terminal houses, but I would like some information on the best returns from country elevator fires, where the building was or was not completely destroyed?—David R. Gregory.

Recovery of Loss by Price Fixing?

Grain Dealers Journal: I just read in the Journal of Sept. 10 that grain dealers who had purchased wheat before the price was established and were unable to ship it on account of the car situation, would be able to recover losses by bringing suit.

Where can I get the authority for this decision and the proper mode of procedure for bringing suit?—C. C. Smith, Conway Springs, Kan.

Ans.: The authority is only in the law. Read the law as published in the Journal Aug. 10, pages 219 to 222. But this does not apply to grain not purchased by the government. The method of proceeding to recover will likely be prescribed by the government in due course.

North Dakota Tax on Leased Sites?

Grain Dealers Journal: What is the law in regard to taxes levied by the Tax Commission of the State of North Dakota on leased sites of elevators?

Our Tax Commission levied an assessment against leases of railroad right of way ground from 1908 to date. It seems rather irregular to us for the reason that the way we understand it the railroad company pays taxes on their right of way ground from Minneapolis to Bismarck; then the Tax Commission goes to work and puts on an assessment on the leases we hold for sites, and more than that they go back several years. It seems to us that no Tax Commission has a right to go back several years and try to collect taxes. In the ordinary course, taxes for 1917 are levied in 1916, and not taxes for 1908 levied in 1915 as the tax commission has done.

I believe a test case was started somewhere in North Dakota but do not know what became of it. Advise me if I should pay these taxes or not. They are calling on me for \$22.84 annually from 1908 to date.—J. H. Jenner, Lehr, N. D.

Ans.: You must pay these taxes. A test case was tried and the decision was in favor of the Tax Commission. We ourselves had to pay a large sum of money in these back taxes.—Henry Nelson, sec'y Monarch Elevator Co., Minneapolis, Minn.

North Dakota Inspection License?

Grain Dealers Journal: I have read the article on page 396 in the Journal of Sept. 10 on the validity of the North Dakota grain grading and inspection law; and can not help but think that the state of North Dakota has unlawfully taxed me and others as well the amount of \$10 for a license as deputy inspector of grades, weights and measures.

If this grain law proves to be unconstitutional as I think it is can I recover the \$10 which I paid the state for a license? If so, how?—Peter H. Sothman, agent Empire Elevator Co., Regent, N. D.

Ans.: The license fee is not a tax. The license grants the privilege of inspecting and permits the holder to collect fees, and even if the law is held invalid the state has given a consideration for the \$10, so that it seems impossible to recover the money.

Must Barley, Corn and Oats Be Reported?

Grain Dealers Journal: When we received the first batch of report blanks for wheat and rye we wrote to Washington asking if we are required to take out a license, stating that we do not handle either wheat or rye. The Law Department, License Division, U. S. Food Administration, replied: "If you do not handle either wheat or rye no license is required at the present time."

Last week we received blanks calling for a weekly report on barley, corn and oats stock, with a space for insertion of license number. We asked Howard B. Jackson's office about the matter, explaining that we were under the impression corn and oats dealers are exempt. In reply we received a circular letter stating that all elevators must have a license, and make the reports for all grains mentioned.

Who is right? And, if corn and oats are not to be reported why do they get out these blank reports? —H. C. Vollmer & Co., Lostant, Ill.

Grain Dealers Journal: I handle neither wheat or rye, but have been informed by Howard B. Jackson, agent of the Food Administration at Chicago, that I must have a license, and must report the grains which I do handle, namely, corn and oats. I have understood the matter otherwise, and desire your opinion.—H. McManus, Kinsman, Ill.

Grain Dealers Journal: I believe that you are not correct in making the statement on page 298 of your issue for Aug. 25 that no license under President Wilson's proclamation is required of elevator operators or warehousemen who do not handle wheat or rye, as I understand the regulations of the Food Administration require that every elevator must have a license in order to operate.—Henry L. Goemann, Mansfield, O.

Ans.: On page 379 of the Journal for Sept. 10 there was published a letter from the United States Food Administration, Law Department License Division, which covers this matter quite thoroly. The third paragraph of that letter reads:

"You may inform those elevator operators who handle only grains other than wheat and rye, that they are not subject to license at the present time, and that if in the future it is deemed necessary to extend the license provision to them a proclamation expressly covering them will be issued."

All regulations governing the conduct of the business of handling wheat and rye are based upon the authority of the President's proclamation requiring that handlers of those grains procure a license to do business. Inasmuch as this is true, and since the President has issued no proclamation governing the handling of

barley, corn and oats, it would seem that dealers who handle only the latter grains neither need a license nor are required to make reports.

The Food Control Law authorizes the President to regulate the business of handling foods, etc., and so far the President has not exercised that authority with respect to barley, corn or oats. The law gives no one else authority to act for the President in this matter. His license proclamation will be found on page 302 of the Journal for August 25.

Licensed Elevators Must Report on Corn and Oats.

Grain Dealers Journal: I filled out an application for license and have received it. I supposed that was all I had to do; but now I have received a notice to report on corn and oats. I want to do what is right, and if I do not have to make these reports I will simply stop where I am. What is your opinion?—W. H. Marks, Mendota, Ill.

Ans.: A wheat or rye elevator must take out a license; and after having been licensed must report on corn and oats as requested. Elevators handling corn and oats only do not have to take out a license and need not make any report. Request by the government for reports should be complied with, as the food control law empowers the federal government to compile the information, and it is the duty of all patriotic Americans to comply therewith.

The form inclosed by Mr. Marks states that the report on corn and oats is required under the authority of the license, which is correct and in his case he must forward the reports as requested.

Recovering Loss on Wheat.

Grain Dealers Journal: We have on hand a quantity of wheat which was purchased prior to the fixing of the government's price, and for which we paid more than \$2.20. To sell it at the fixed price will cause us a loss. Is it possible for us to sell at a higher price, and thus escape this loss; or to recover the amount which we will lose if we sell at the fixed price?—Franklin Grain Co.

Ans.: The President's proclamation (which was printed on page 378 of the Journal for Sept. 10) makes it quite plain that it is not his intention to attempt to fix prices to be paid for wheat by persons other than the Food Administrator, and if a dealer is able to secure a higher price by selling to other persons it is his privilege to do so.

If, however, he finds it impossible to locate a purchaser at a price which will net him a profit on grain accumulated in the regular course of business, and before the government's price was established, at a price higher than the fixed price, then the following course will still be open to him:

He may open negotiations with the proper agent of the Food Administration, offering to sell the wheat at the price which he is willing to accept. The agent of the Food Administration will, in all probability, refuse to pay that price, and will offer to buy the wheat at the fixed price. The dealer may then close the transaction, take 75% of the amount offered by the Food Administration, and sue the United States to recover the remainder of the amount claimed.

Section 11 of the Food Act, after giving the President authority, among other things, to purchase and sell wheat, provides that if any minimum price shall have been fixed, then the price paid for such wheat shall not be less than the minimum price; but it does not prohibit the payment of a greater price. Section 10 authorizes the President to requisition foods, feeds, fuels, and other supplies necessary to the support of the Army or the maintenance of the Navy, or any other public use connected with the common defense, and to requisition, or otherwise provide, storage facilities for such supplies; and to ascertain and pay a just compensation therefore stating that "If the compensation so determined be not satisfactory to the person entitled to receive the same, such person shall be paid 75% of the amount so determined by the President, and shall be entitled to sue the United States to recover such further sum as, added to the 75% will make up such amount as will be just compensation for such necessities or

storage space, and jurisdiction is hereby conferred on the United States district courts to hear and determine all such controversies."

The dealer's ability to recover a price in excess of the fixed price would, therefore, depend wholly upon the outcome of his suit in the United States district courts.

Who Pays Protest Fees?

Grain Dealers Journal: On Aug. 3 we sold for the Allin Grain Co. of Coffeyville, Kas., 5,000 bu. No. 3 red oats to the Hayes Grain & Com. Co. of Little Rock, Ark.

We are brokers and for making the sale Allin paid us a brokerage or agreed to do so.

These oats were shipped in contract time and Allin made demand drafts with exchange. On account the drafts being drawn with exchange Hayes would not pay them but let them go to protest and the protest fee was \$7.30. We did not know until three or four days after the drafts were protested anything about it or we would have had Hayes pay the drafts guaranteeing him we would see that Allin reimbursed him for the \$7.30, but when Allin offers to pay us the brokerage for making the sale he wants to deduct \$7.30 and we will not stand for it.

Do readers of the Journal think we should pay this \$7.30?—C. L. Gordy Co., Little Rock, Ark.

Books Needed for Making Reports?

Grain Dealers Journal: What books are needed for keeping a record of a country grain business, so that it will be easy to make out the weekly reports required by the government?—Edwards Grain & Elvtr. Co., Floydada, Tex.

Ans.: The Food Administration does not require that any particular system of bookkeeping be adopted, and anything which enables the dealer to furnish the information called for on the report blanks will be satisfactory.

The weekly receipts of wheat and rye will involve more work than any other portion of the report, and as the dealer must secure the total number of bushels received by adding the bushels contained in each load, he will find the matter to be very much simplified if his purchases of each grain are kept in separate portions of a book designed to record wagon loads received. At the end of the week it will only be necessary to add the figures in the bushels column to get the total for the report.

Shipments and sales are to be separated into classes, according to whether the grain went to a terminal market, to local mills, or elsewhere, but as there will not be a very great number of shipments in any one week this feature of the report should present no difficulty.

Grain received on storage must be designated, in order that the separation may be made at the end of the week to show the number of bushels remaining on hand which belong to the elevator, and the number of bushels which belong to others.

IN THE WET HANDLING of salvage grain as described on page 418 of the Journal for Sept. 10 an easy way to keep the moisture from drying out is to cover the grain in the trench with a layer of earth.

WE BELIEVE the trade will be surprised at the amount of old corn there is left in the country and think it very dangerous to hold old corn, as one will be almost sure to overstay the market. If receipts of oats increase, as it looks they would, cash prices will surely go to a delivery basis, which will prevent any manipulation of the September. Eastern wires say dealers are reselling at less than the West were offering, with the demand almost dead.—W. H. Perrine & Co.

Coming Conventions.

Oct. 11.—Conference of Exchanges at Chicago to consider maximum price of corn.

Oct. 16, 17, 18.—Farmers Grain Dealers Ass'n of Illinois at Galesburg, Ill.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Southern 137610 passed thru Lebanon, Ind., Sept. 22, eastbound, leaking oats badly.—N. W. Mattix & Co.

St. L. S-W. 12130 passed thru Watkins, Ia., Sept. 19, eastbound, leaking oats above drawbar. No time to repair.—L. O. Eaton, mgr., Watkins Grain Co.

Milwaukee 47618 passed thru Gayville, S. D., Sept. 18, leaking wheat freely at side and door posts.—A. W. Melville, Mgr., Gayville Elvtr. Co.

Frisco 120963 passed thru Nephi, Utah, Sept. 14, eastbound, leaking flour at side door. Car was opened and leaking sacks placed aright by train crew.—E. R. Alton, agt. Globe Grain & Mig. Co.

R. I. 36797 passed thru Pocahontas, Ia., Sept. 10, leaking yellow corn at drawbar.—P. D. Richards.

Bessemer 80641 passed thru Andover, S. D., Sept. 10, leaking wheat at side of door.—C. L. Callaghan, mgr., Andover Farmers Elvtr. Co.

C. M. & St. P. 47180 is set out on passing track at Bird Island, Minn., Sept. 10, with a drawbar leak at brake end of car. Loaded with wheat, and seems to have been leaking in train as main line shows wheat for some distance.—R. H. Bosworth, agt., Monarch Elvtr. Co.

Two cars of grain were burned about 5 miles east of Leland, Ill., Sept. 7, when a hot box on an eastbound freight train set fire to the train.

M. P. 38935 passed thru North Creek, O., Sept. 7, leaking white oats at side of car. Train stopped and I repaired car and stopped leak.—C. C. Schafer.

St. L. & S. F. 121825 was leaking oats at Lyons, Neb., Sept. 6.—A. F. Hein, mgr., Farmers Co-operative Grain Co.

C. & N. W. 69100 passed thru Bishop, Ill., Sept. 6, northbound on C. P. & St. L. Ry., leaking wheat at corner of car. No chance to repair.—John H. Bishop.

N. Y. C. & St. L. 18322 passed thru Schumm, O., on T. St. L. & W. Ry. Sept. 1 leaking oats at center of door. Train did not stop, so could not repair.—E. H. Schumm, mgr., Behymer Bros. Elvtr.

A REVISED LIST of grain supervision districts has been issued by the Bureau of Markets of the U. S. Dept. of Agriculture, as announcement No. 24, superseding No. 14. In the southeast district 8 has been split into two; as was the Rocky Mountain district No. 31; and the Pacific Coast district No. 32 has been made into three, so that the number of districts has increased from 32 to 35, tho the highest numbered district is 36. Jacksonville, Fla., has been dropped as a district headquarters and Salt Lake City, San Francisco, Seattle and Spokane have been added.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

A Grain Dealer's Scrap Book.

Grain Dealers Journal: Several years ago I started a scrap book on the grain business, and, having kept it up ever since, I have found it very useful at times. I have a place in this book for everything pertaining to the business, such as court decisions, how to repair gas engines, hints on elevator construction, a little commercial law, financing an elevator proposition, and a detailed story of my own experience in the grain business. I would advise everyone who intends to stay in the grain business to start one of these books.—W. A. Clark, Barber, Mont.

Everybody Protected But Country Dealer.

Grain Dealers Journal: We are going to have lots of trouble in our part of the country with mills paying more for wheat than the grain dealer can afford to pay. It looks as if the grain dealers where mills are in competition are going to be shut out of business. We may have to close our elevators and play golf all the time.

However, we are making an effort to get things lined up and hope to be able to do so. I anticipate the grain man's life is going to be made miserable during this government regulation, as in the regulating the Food Administrator protected everybody but the country grain dealer, leaving him open to mill competition with an assured profit. It looks to me as if the National Grain Dealers Ass'n did not look after our interests as they should.—Oklahoma.

Contract Memo.

Grain Dealers Journal: We enclose a card, reproduced herewith, such as we have been using a good many years and have found satisfactory. It can be used for any commodity. We use it for grain, live stock and hay. We always make out two, our customer takes one and we retain one.—F. W. & A. J. West, Wisner, Neb.

F. W. & A. J. WEST,

DEALERS IN

Grain, Seeds, Coal and Live Stock,
WISNER, NEBR.

Bought of
at \$ and cents
per to be delivered in
Wisner, Nebraska, on or before 1917
Amt. paid on above \$

I have this day sold the above.

Editor's Note: The form covers the essential features of a purchase contract; but a carbon duplicating form is better, as there can be no question what agreement was made with the farmer, as the record is exact. This also saves labor of writing the extra copy and saves time.

In the last line above the farmer's signature it is advisable to include his acknowledgment of the receipt of the \$50. In some states written contracts for the

sale of grain are binding without the payment of earnest money, while in others the payment and acknowledgment of money is necessary to a legal contract.

Put Clutch Near Machine.

Grain Dealers Journal: The editorial paragraph in your issue of Aug. 25th which refers to a court decision holding the owners of a Baltimore elevator liable for damage resulting to a steamer because of a fire that originated in the elevator due to the negligence of the elevator company in failing to provide means to quickly throw a belt out of gear has prompted me to write about the many faulty installations of friction clutches which are seen in elevators thruout the country.

The country elevator which is not provided with one or more friction clutches is a rarity, and for the most part the clutch was installed solely in order that it might not be necessary to turn all the machinery when starting the engine. For this reason, the clutch is usually found in the engine room, but I know that I voice the sentiments of elevator operators generally when I say that there is far greater need of a clutch in other parts of the plant than in the power house.

In the elevator which has no machinery except one or two legs and a cleaner it is quite necessary that there be some means for disconnecting the cleaner, independently of the leg, because there will be much more elevating than cleaning. Usually this is accomplished by removing the drive belt from the cleaner pulley and a more dangerous arrangement can hardly be imagined. That it should never be necessary to remove a belt to stop a machine should be accepted as a fundamental principle; and a good friction clutch should be installed to control the transmission of power to each cleaner or similar machine. As for the leg itself, the need for a clutch is quite evident, and whatever may be the advantages gained by locating the clutch in the engine room the proper place for it is near the leg. It should be close enough to enable the operator to observe the action of the leg while he is operating the clutch. This feature will be particularly valuable when an attempt is being made to start the leg after a choke has occurred. If the clutch is in the engine room the elevator man must go there to engage the clutch, run to a point from which he can see the leg, and if he finds it still choked (a thing which frequently happens) he must return to the engine room to throw out the clutch; and all the time the pulley at the head is spinning in the stationary belt, thus wearing the latter and generating heat which may become a real fire.

That some provision should be made for operating each clutch from the work floor is another fundamental principle, but very few elevators are so equipped. It is very easy to install a system of ropes, operating over pulleys, to control the clutches from a central point, and if the location is such that ropes will not do the work satisfactorily, an iron rod with a lever for moving it backward and forward may be made to accomplish the purpose.

Another feature of this matter has to do with the lack of care which friction clutches receive. A friction clutch should be set so that when it is closed the tension is just sufficient to carry the load for which it is designed, and to increase the tension is to waste energy and to shorten the life of the clutch. All working parts of a friction clutch, except the

friction surfaces, need to be oiled the same as any other machine; but many of them have never felt the touch of oil since they came from the factory.

The friction clutch is the elevator man's friend, and he should treat it as a friend.—An Elevator Operator.

A Grain Contract.

Grain Dealers Journal: I believe that other dealers who have inquired thru the medium of your "Asked-Answered" column for a form of grain contract will be interested in the one that I am submitting herewith.

(1) Murdock, Neb., 191.. No.
This certifies that I, Dollars
have received \$ Dollars
on above contract as an advance payment
on the grain specified.

Grain delivered 191..
Time extended to 191..
Signed Owner.
Canceled 191..
Less settled 191..

Fer Agent.

(2) Murdock, Neb., 191.. No.
Pay to the order of Dollars.
\$ Dollars
For advance on grain contracted this day.
Payable at the First National Bank of Lincoln, Nebr.

Wright-Leet Grain Co.,
Per Agent.

Or
Bank of Murdock,
Murdock, Nebr.

A great many grain companies lost money last spring because of the failure of farmers to deliver grain on verbal contracts, and also by reason of their deliveries falling short of the amount contracted. This form of contract is designed to prevent all of this loss.

The contract itself recites that a given quantity of grain of a certain grade has been sold at the price noted; in case of failure to deliver the grain it is made optional with the buyer to extend the time or cancel the agreement; if more than the contract quantity is delivered the market price on the day of delivery is made the basis of settlement; and in case of failure to deliver the full amount the terms of the contract obligate the farmer to pay, within 30 days, the loss occasioned by reason of his failure. It is to be signed by both the farmer and the grain dealer.

The contract is printed on a sheet of paper about $8\frac{1}{2} \times 10\frac{1}{2}$ inches, there being an original on white paper and a duplicate on paper of another color; and about 3 inches at the bottom of the sheet must be available for a purpose other than the contract itself.

This 3 inches on the white, or original sheet is made to contain the form of receipt which is shown herewith as (1); while on the duplicate sheet a check, as in (2), is printed in the 3-inch space. The paper is perforated so that the check may be torn off, but the receipt remains attached to the contract.

In using this form, carbon paper is inserted between the original and duplicate and the spaces are filled in. The contract itself is signed by both parties with the carbon paper still in place, but before the farmer signs the receipt the carbon paper is removed so that he will sign only the original.

When the name of the farmer is written on the line after the words "This certifies that I" it is also impressed upon the line which follows "Pay to the order of" on the check; and the same thing occurs when the amount is written. When the work upon the document has been completed the original is removed; the dealer signs the check, and gives

the entire duplicate sheet to the farmer, who then has a copy of the agreement and a check for part of the purchase money. The original, which is retained in his files by the dealer, supplies him with the facts which are necessary for his record, and, as you will note, the receipt portion provides spaces for memoranda as to delivery, extension, cancellation, etc.

It is to be hoped that all dealers will soon see the necessity of requiring farmers to enter into a written contract when they sell grain for future delivery, and I think this form will serve the purpose.—W. T. Weddell, agt., Wright-Leet Grain Co., Murdock, Neb.

Editor's Note: The contract form described in the above communication is lacking in one essential feature, in that it fails to specify the scale of discounts which shall be applied if all or any part of the grain does not come up to the contract grade. This important factor should not be neglected when grain is purchased under contract.

A Victim of Price.

Grain Dealers Journal: I would like very much to meet Mr. W. A. Clark of Barber, Mont., and offer him my greatest sympathy in his troubles as portrayed in the JOURNAL on page 383, Sept. 10th.

Mr. Clark is a victim of *Price*, the controlling factor in Montana. Why pay five or eight hundred dollars more for the same capacity elevator when the other fellow says his elevator is "Just as Good"? As a matter of fact his elevator is no good at any price.

Western states are full of poorly constructed elevators.

I note you have others submitting improved *legs*. Poor fellows. Why don't they go to work?

We need practical experienced elevator builders, not agitators or hot air pushers. Yours very truly, Younglove Construction Co., by J. F. Younglove, Sioux City, Ia.

Pacific Northwest Dealers Organize.

The Pacific Northwest Grain Dealers Ass'n is being organized by grain dealers of Portland, Seattle, Tacoma and Spokane, and interior dealers of Washington and Oregon, to co-operate with the government in the distribution of wheat during the war. Headquarters will be established at Portland, Ore.

Our Callers

- R. J. Reid, Rockford, Ill.
- J. M. Brannan, Clare, Ill.
- E. J. Smiley, Topeka, Kan.
- Jas. W. Sale, Bluffton, Ind.
- J. W. McCord, Columbus, O.
- H. B. Dorsey, Ft. Worth, Tex.
- C. F. Prouty, Oklahoma City, Okla.
- J. J. Fitzgerald, representing Grain Dealers Fire Insurance Co., Omaha, Neb.
- L. R. Welch, of Fitchburg Mutual Fire Insurance Co., Fitchburg, Mass.
- C. A. McCotter, sec'y Grain Dealers National Fire Insurance Co., Indianapolis, Ind.
- W. S. Washer, of S. R. Washer Grain Co., Atchison, Kan.
- J. Lowell Eyer, representing James E. Bennett & Co., Danville, Ill.
- O. W. Liljestrand, traffic mgr. Kansas Flour Mills Co., Wichita, Kan.

Pacific Coast Dealers in Effective Protest.

The regulation of the fair price com'ite making the Pacific Coast price of wheat equal to the Chicago price less freight was the subject of a vigorous protest at a meeting held Sept. 7 at Portland, Ore., by grain dealers. After hearing an explanation of the food control by Vice Pres. M. H. Houser it was decided to send a delegation to Washington to urge that the discount under Chicago, about 30 cents, was too great, as the usual discount in past years on account of export values, has been only 5 cents under Chicago.

The com'ite sent was composed of W. H. Harrah, of Pendleton; C. W. Nelson, of Seattle; C. E. Spence, of Oregon City; R. Insinger, of Spokane; R. J. Stephens, of Spokane; S. C. Armstrong, of Seattle, and C. M. Mackenzie, of Colfax.

To alleviate the hardship imposed by the excessive differential the food administration on Sept. 22 announced that the price would be raised to the equivalent of \$2.05 for No. 1 northern wheat for Pacific Northwest ports, and \$2.10 for San Francisco and Los Angeles.

Elected President of Winnipeg Grain Exchange.

W. R. Bawlf, whose photograph is reproduced herewith, was recently elected president of the Winnipeg Grain Exchange at its annual election of officers and council.

Mr. Bawlf is the head of the firm of N. Bawlf Grain Co., Ltd., and a director of a number of financial institutions. He has had long experience in the handling of grain in the Winnipeg market, and his firm's connections at other Canadian points has given him a comprehensive knowledge of the business thruout the Dominion. He is thoroly familiar with the problems which enter into the business and this will assist him to administer the affairs of the Exchange during the strenuous times which are upon us.

ITALY'S WHEAT YIELD is announced by the food controller to be 140,000,000 bus., and the annual consumption before the war 224,000,000 bus. Harvest weather was unfavorable, and supplies of foreign wheat are moderate.



W. R. Bawlf, Winnipeg Man,
Pres. Grain Exchange.

No Handling of Wheat Permitted at Terminals.

H. D. Irwin, agent of the food administration grain corporation, has given the following notice, effective Sept. 19:

"No handling of wheat at terminal elevators for improvement of grade will be permitted. The term 'handling' covers: cleaning, drying, cooling, mixing or otherwise improving one grade to another after the government inspection has been made."

Similar instructions have been given for the Baltimore export elevators.

In regard to dockage, the elevator companies will deliver certificates showing net amount of bushels after deducting the dockage.

Elevator Men Can Sell to Any Buyer.

In view of the misinformation floating about, the following letter to Chas. B. Riley, sec'y of the Indiana Grain Dealers Ass'n, is of interest:

I note that your information is that farmers are selling wheat freely and country elevators are obliged to buy and ship. As we wired you, these country elevators can sell their wheat to any buyer which nets them the best return. We conceive that so much of the buying will be in our hands and on our basis that your operators at Indianapolis will buy at a price that, after paying freight to New York, or Philadelphia or any other of our basis markets, will net them a proper return. We have purposely left the field as wide as possible for private enterprise and do not attempt to say what a fair price at Indianapolis is.—Yours truly, Julius H. Barnes.

Demand Explanation of Price Control.

The right of the food administration to fix prices between private buyers is questioned by Representative Steenerson of Minnesota, who has introduced the following resolution in the House:

The President is requested to inform the House whether or not under section 11 of the law, the President and the United States Food Administration, appointed and authorized by him, have assumed, and now assume to and do fix the price of wheat at Minneapolis, Duluth and Chicago and other markets, to be paid by private purchasers, as well as the price to be paid by the government on its purchases.

Second, whether or not the operations of the United States Food Administration has fixed a maximum price for all wheat sales of the 1917 crop in the markets of Minneapolis and Duluth, and restrained private purchasers from paying a higher price than that fixed under said act and order for purchases by the government.

Third, whether or not the United States Food Administration and the United States Food Administration Grain Corporation (a private corporation), in attempting to control the price of wheat between private purchasers and in establishing a fixed price, claims exemption from the anti-trust laws of the United States, and the constitution and laws of the State of Minnesota against trusts and monopolized markets, and if so, upon what is that claim based.

Fourth, whether or not the prices for wheat fixed in said order refer and relate to prices f.o.b. cars in the respective markets in harmony with the universal custom and practice in the grain trade.

Fifth, whether the United States Food Administration, after fixing a price for wheat at Minneapolis and Duluth at 3c per bu. below the Chicago price, has established a rate and practice of deducting therefrom a commission, contrary to the terms of said order.

Sixth, what authority exists, or is claimed to exist, for deducting from the price paid to the seller of wheat a commission of one or two cents per bushel below the price fixed by said order.

Seventh, what facts or data are in possession of the President or the Food Administration justifying making the wheat raisers bear all the loss by controlled markets when the producers of corn, rye, oats, barley and other cereals have the benefits of competitive markets.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Winnipeg, Man., Sept. 10.—The acre yield of wheat in Manitoba, Saskatchewan and Alberta is estimated at 14.9 bus., and, using the figures for acreage as shown in the Dominion Government bulletin issued in July, production of 205,620,000 bus. is indicated; oats yield 29.1 bus. to the acre, making crop of 217,377,000 bus.; barley, 23.2 bus. to the acre, and 32,480,000 bus. production; and flax, 8 bus. to the acre, and total crop of 5,520,000 bus.—Frank O. Fowler, sec'y Northwest Grain Dealers Ass'n.

COLORADO.

Trinidad, Colo., Sept. 17.—Not sufficient wheat grown here for chicken feed. No corn. Some oats.—Bancroft & Marty Co.

IDAHO.

Lapwai, Ida., Sept. 19.—Wheat and barley are principal grains grown here.—J. M. Rosenberry, agt. J. Alexander Grain Co.

Kooskia, Ida., Sept. 14.—Fall grain in this territory only half crop; spring grain very poor also; about $\frac{1}{4}$ normal; lots of it being plowed up and put into fall wheat and barley.—O. P. Decker, agt. Vollmer-Clearwater Co.

ILLINOIS.

Blue Mound, Ill., Sept. 15.—Without early frost will have a bumper crop of corn. Wheat acreage will be increased this fall.—Otto F. Young, mgr., Mt. Auburn & Osburnville Grain Co.

IOWA.

Lovilia, Ia., Sept. 17.—Do not think much wheat will be sown here this fall.—H. W. Kester.

Des Moines, Ia., Sept. 15.—Just completed a drive thru Iowa and Missouri, and I found corn in a critical condition. Three weeks of favorable weather will be required to ripen corn. Ground in good condition for fall plowing and wheat acreage will be greatly increased.—E. A. Sullivan.

Des Moines, Ia., Sept. 18.—Week was favorable for rushing the corn crop to maturity. Frost on the 11th did considerable damage in northeastern counties, but first reports evidently overdrawn. Not more than 5% of the 30 or 40% of corn that was damaged in northeastern counties will be unmerchantable. Some corn has been cut for fodder. Rapid progress in preparing ground for fall wheat and some wheat has been sown.—Geo. M. Chappel, director, U. S. Dep't of Agriculture.

Iowa, Sept. 23.—Corn in Iowa, South Dakota and Missouri has made a wonderful advance during the past week. It was warm and dry and corn has ripened very rapidly. On Sept. 20 a very heavy fog saved it from Jack Frost, who swooped down on western and central Iowa without much notice. Weather has warmed up again, with promise of some more good corn weather. Ten days will put a big per cent out of danger entirely. The early corn is really safe now and could stand a light frost. The husks on the corn this year are light, which would make it easy for frost to get in its work. The ears are large and the crop will be a real bumper unless frost gets it.—E. A. Sullivan, field representative Vanderslice-Lynds Co., Kansas City, Mo.

MICHIGAN.

Henderson, Mich., Sept. 20.—Wheat of poor quality; oats good. Corn very poor; beans $\frac{1}{2}$ crop. Wheat nearly sown.—E. E. Kern, mgr., Detwiler & Son.

MINNESOTA.

Clements, Minn., Sept. 18.—Wheat yield from 10 to 25 bus.; oats 15 to 60 bus.; rye about 19 bus.; have had no frost so far and if it stays away 2 weeks longer will have some corn that is marketable.—B. F. Bertrand.

Minneapolis, Minn., Sept. 13.—The Northwest experienced unusually early and heavy frosts during the week. Reports indicate damage to corn less than first expected, most of it occurring in low fields and restricted localities. There will probably be a large amount of soft corn this season. In southern half of South Dakota and Minnesota, where damage was light, a fine corn crop is in prospect if no killing frosts in next 10 days. Rains have put ground in fine condition for fall plowing. Estimate spring wheat production this season as 62,000,000 bus. for Minnesota, 63,000,000 bus. for North Dakota, and 43,000,000 bus. for South Dakota.—The Van Dusen Harrington Co.

NEBRASKA.

Polk, Neb., Sept. 11.—No wheat in this county this year.—J. E. Pelton, agt., T. B. Hord Grain Co.

Bradshaw, Neb., Sept. 15.—Lost all our winter wheat by drought, and 7% of corn was destroyed by hail in August.—J. H. Currie.

Norman, Neb., Sept. 18.—Have had fine rains last 2 weeks; if frost holds off for another 10 days we will have a fair corn crop.—G. B. Granger, agt. Hynes Elvtr. Co.

Palisade, Neb., Sept. 11.—Corn crop will be fair. Wheat yield about 12 bus. to the acre. Acreage of wheat will be greatly increased this fall over last year.—E. A. Felzien, agt., Shannon Grain Co.

Roca, Neb., Sept. 11.—Corn about 3 weeks late, and warm weather needed to mature it. Have plenty of moisture for corn and for fall plowing.—Robt. W. Jark, mgr., Roca Grain & Coal Co.

Wilber, Neb., Sept. 17.—Winter wheat was killed, and none to market. Large oats crop. If no frost until Oct. 1 will have fair crop of corn.—W. D. Russell, mgr., Farmers Elvtr. Co.

Murdock, Neb., Sept. 17.—Will have a fair crop of corn if we do not get frost this month. Winter wheat that was not killed yielded 15 to 36 bus. to the acre, and oats from 35 to 80 bus.—W. T. Weddell, agt., Wright-Leet Grain Co.

South Bend, Neb., Sept. 17.—Ideal corn weather for past week, and crop looks good but it is not out of danger of frost. Wheat was winter killed and most of the acreage planted to corn, which will cut down the wheat acreage this fall.—W. B. Essick.

Central City, Neb., Sept. 10.—Winter wheat was all killed; not enough for seed. Best oats crop in years, yielding 40 to 80 bus. to the acre. Corn promises about 50% of normal. Barley fine, yielding 35 to 55 bus. to the acre. Spring wheat good.—L. E. Nugent.

NORTH DAKOTA.

Cartwright, N. D., Sept. 21.—Crops very poor; no oats or barley grown; wheat averaged about 3 bus.—O. B. Askelson, mgr., Independent Elvtr.

Exports of Grain Weekly.

	Wheat		Corn		Oats
	1916-7.	1915-6.	1916-7.	1915-6.	1916-7.
July 1 to June 30...	281,130,000	359,355,000	51,662,000	36,620,879	119,166,000
	1917.	1916.	1917.	1916.	1916.
July 7.....	4,399,000	7,071,000	420,000	545,000	4,791,000
July 14.....	8,107,000	7,963,000	927,000	1,375,000	2,351,000
July 21.....	4,964,000	8,327,000	936,000	1,749,000	3,800,000
July 28.....	2,424,000	6,891,000	1,302,000	1,027,000	3,296,000
Aug. 4.....	4,757,000	7,032,000	333,000	1,353,000	3,684,000
Aug. 11.....	4,670,000	5,782,000	994,000	1,738,000	3,442,000
Aug. 18.....	4,224,000	5,813,000	572,000	1,428,000	4,403,000
Aug. 25.....	2,280,000	7,316,000	53,000	1,279,000	1,914,000
Sept. 1.....	2,799,000	7,679,000	529,000	1,622,000	2,722,000
Sept. 8.....	3,338,000	6,641,000	287,000	1,428,000	1,361,000
Sept. 15.....	3,903,000	7,235,000	1,066,000	863,000	4,890,000
Sept. 22.....	1,557,000	5,402,000	132,000	635,000	3,512,000
Total	47,422,000	83,152,000	8,051,000	15,042,000	39,504,000
					37,440,000

McCanna, N. D., Sept. 17.—Harvest was earliest known. Threshing about completed. Wheat average 12 bus. per acre, and of the finest quality. Barley crop very light and of poor quality.—Carter Pendergast, mgr., McCanna Farmers Elvtr. Co.

Ayr, N. D., Sept. 11.—Wheat making 12 bus.; barley 25 bus.; oats 35 bus.; flaxseed and rye a negligible quantity in this vicinity; quality of grain fair to good; contains considerable foreign material.—F. R. Lynch, agt. International Elvtr. Co.

OHIO.

New Winchester sta. (Bucyrus p. o.), O., Sept. 11.—Frost last night was very light and did no damage. If killing frost does not come there will be the largest corn crop for 10 years.—J. D. Winters.

SOUTH DAKOTA.

Richmond sta. (Aberdeen p. o.), S. D., Sept. 15.—Wheat yield 6 to 10 bus. to the acre; quality good. Rye yield 15 to 20 bus. to the acre.—W. S. Trask.

Chelsea, S. D., Sept. 21.—Crops just fair; wheat making 10 to 14 bus.; weighing 58 lbs.; rye 12 to 15 bus.; barley and oats not an average crop; 15 to 25 bus.; corn fine; out of the way of frost; have had no frost so far.—E. Geist, agt. Pacific Elvtr. Co.

TEXAS.

Carlton, Tex., Sept. 21.—Crops of all kinds very short in all Texas except northeastern portion; we will be heavy buyers of such as we usually sell.—B. E. Miller.

WYOMING.

Newcastle, Wyo., Sept. 24.—Wheat and oat crop cut off here.—A. C. Church.

Fixed Price on No. 4 Wheat Abolished.

The federal rules for grading wheat throw into the No. 5 grade considerable wheat that is of a milling value greater than the official set price for No. 4. This grain is admittedly worth more and the millers are willing to pay more, but as its arbitrary designation is lower than No. 4 their agreement with the Food Administration forbids them paying more than the price for No. 4. Neither can it be sold to the government at over the price of No. 4.

So many protests have been received against this injustice that Julius H. Barnes announced at Chicago Sept. 18 that the official price for No. 4 would be abolished and all wheat below No. 3 sold on its merits.

Gov. BURNQUIST of Minnesota wants the farmer to get the worth of his dockage in the price set by the government. If this goes too far the grain dealers and millers will have to buy machines to sift cordwood and old wagon wheels out of the wheat before they ship it or mill it.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

COLORADO.

Trinidad, Colo., Sept. 17.—Movement of oats will begin next week. Volume not large.—Bancroft & Marty Co.

IDAHO.

Kooskia, Ida., Sept. 14.—Practically all grain still in farmers hands.—O. P. Decker, agt. Vollmer-Clearwater Co.

Lapwai, Ida., Sept. 19.—Between 40 and 50% of last year's crop threshed; about 90% of grain stored in warehouses is in farmers hands; about 75% of all grain raised is at present in the warehouses.—J. M. Rosenberry, agt. J. Alexander Grain Co.

ILLINOIS.

Blue Mound, Ill., Sept. 15.—No old corn or wheat in farmers hands. Quite a lot of oats put in bins.—Otto F. Young, mgr., Mt. Auburn & Osbernville Grain Co.

Peoria, Ill.—Receipts of grain at this market during August were: wheat, 162,600 bus.; corn, 2,321,550 bus.; oats, 2,794,400 bus.; rye, 22,800 bus.; and barley, 330,000 bus., compared with wheat, 524,200 bus.; corn, 2,296,650 bus.; oats, 1,658,900 bus.; rye 36,000 bus.; and barley, 155,600 bus. in August, 1916. Shipments in August were: wheat, 181,800 bus.; corn, 798,220 bus.; oats, 1,946,200 bus.; rye, 21,600 bus.; and barley, 70,200 bus., compared with wheat, 531,900 bus.; corn, 950,450 bus.; oats, 998,450 bus.; rye, 19,200 bus.; and barley, 73,000 bus. in August, 1916.—John R. Lofgren, sec'y Board of Trade.

IOWA.

Des Moines, Ia., Sept. 15.—Lateness of corn has greatly reduced normal movement of oats. Farmers holding to make certain of a supply of feed.—E. Sullivan.

Iowa, Sept. 23.—Farmers are sitting light on their oats and will not sell until the corn is out of reach of frost.—E. A. Sullivan, field representative Vanderslice-Lynds Co., Kansas City, Mo.

Lovilia, Ia., Sept. 17.—Almost impossible to buy oats at present prices. Farmers holding for 65c to 70c. Little of either winter or spring wheat was grown, but I do not know what they are doing with it. They are not satisfied with the price; say it does not compare with increased cost of growing wheat.—H. W. Kester.

MICHIGAN.

Henderson, Mich., Sept. 20.—Wheat moving slowly. Farmers holding oats account shortage of corn.—E. E. Kern, mgr., Detwiler & Son.

MINNESOTA.

Clements, Minn., Sept. 18.—About 85% of threshing done in this vicinity; about 50% of small grain is marketed.—B. F. Bertrand.

Minneapolis, Minn., Sept. 13.—Farmers continue to hold their grain. In territory where oats crops were good they are waiting to be sure of a corn crop before selling oats. In North Dakota many farmers have held their wheat, expecting higher prices.—The Van Dusen Harrington Co.

Duluth, Minn.—Receipts of grain at this market during the month of August were: wheat, 660,921 bus.; corn, 1,534 bus.; oats, 27,426 bus.; rye, 81,353 bus.; and barley, 482,133 bus., compared with wheat, 3,760,386 bus.; oats, 340,371 bus.; rye, 100,390 bus.; and barley, 799,109 bus. during August, 1916. Shipments during the month were: wheat, 999,747 bus.; oats, 54,043 bus.; rye, 27,364 bus.; and barley, 200,730 bus., compared with wheat, 4,628,850 bus.; oats, 497,139 bus.; rye, 120,610 bus.; and barley 484,736 during August 1916.—Chas. B. Macdonald, sec'y Board of Trade.

MISSOURI.

St. Joseph, Mo., Sept. 22.—Receipts of corn at this market continue to exceed those of last year and compare favorably with those of other markets. Up to the present time there has been no frost in this section but the temperature has taken several drops that have caused some apprehension. The consensus of opinion is at 10 days to 2 weeks more of good weather is all that is needed in this part of the country. The receipts of wheat, of course, are below normal, altho very few cars of low grade stuff is being received and a big proportion of the consignments is being stored by the St. Joseph Wheat Corporation.

NEBRASKA.

Wilber, Neb., Sept. 17.—Farmers not selling oats. Old corn nearly cleaned up.—W. D. Russell, mgr., Farmers Elvtr. Co.

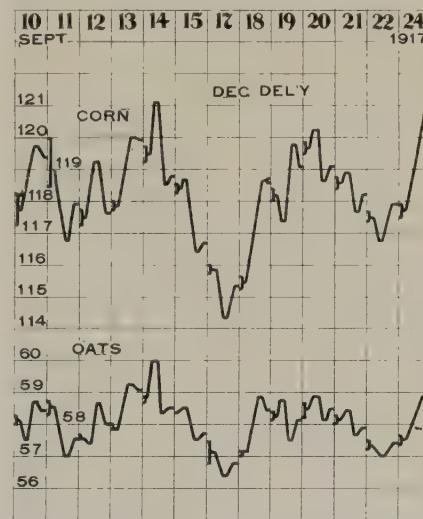
Murdock, Neb., Sept. 17.—Farmers not inclined to let go of their wheat at present.—W. T. Weddell, agt., Wright-Leet Grain Co.

Winnebago, Neb., Sept. 17.—This station shipped last year about 150,000 bus. of corn, 80,000 bus. of oats, 10,000 bus. of wheat and 5,000 bus. of barley.—C. H. Reed, agt., Wilsey Grain Co.

Wilsonville, Neb., Sept. 17.—About 140,000 bus. of wheat, no corn and no oats were shipped from this station in 1916. The estimate for 1917 is 75,000 bus. of wheat. No corn to be shipped. Will have to ship in corn; and have already shipped in 5 cars of oats.—W. W. McGan, agt., J. W. Anderson Grain Co.

Chicago Futures

Opening, high and closing quotations on corn and oats for the December delivery at Chicago for two weeks past are given on the chart herewith:



Daily Closing Prices.

The daily closing prices of oats and corn for December delivery at the following markets for the past two weeks have been as follows:

DECEMBER OATS.

	Sept. 10.	Sept. 11.	Sept. 12.	Sept. 13.	Sept. 14.	Sept. 15.	Sept. 17.	Sept. 18.	Sept. 19.	Sept. 20.	Sept. 21.	Sept. 22.	Sept. 24.
Chicago	58%	57%	58%	59	58%	57%	56%	58%	58%	58%	57%	57%	58%
Minneapolis	58%	57%	57%	58%	58%	57%	56%	57%	58%	58%	57%	57%	58%
St. Louis.....	58%	58%	58%	59%	59%	58%	57%	59%	59%	59%	58%	58%	59%
Omaha	56	56	56	57	58	58	57	57	57	57	57	57	57
Milwaukee	58%	57%	58%	58%	58%	57%	56%	58%	58%	58%	57%	57%	58%
*Winnipeg	67%	66%	67%	68%	68%	67%	67%	67	66%	66%	66%	66%	68%

DECEMBER CORN.

Chicago	119%	117%	117%	119%	118%	116%	115%	118%	119	119	118%	117%	120%
Kansas City.....	118%	117%	116%	118%	118	115%	114%	117%	118%	118%	117%	117%	120%
St. Louis.....	118%	117%	116%	118%	117%	115%	114%	117%	118	118	117%	116%	119%
Omaha	112	120	120	120	120	120	120	120	120	120	120	120	120

*October.

NORTH DAKOTA.

Ayr., N. D., Sept. 11.—Threshing will be completed in another week of good weather.—F. R. Lynch, agt. International Elvtr. Co.

OKLAHOMA.

Tyrone, Okla., Sept. 19.—No grain in farmers hands.—W. H. Stewart, mgr., Liberal Elvtr. Co.

SOUTH DAKOTA.

Chelsea, S. D., Sept. 21.—Threshing about completed, with fine weather for it.—E. Geist, agt. International Elvtr. Co.

TENNESSEE.

Pulaski, Tenn., Sept. 24.—No wheat sown this year; only crop is prospective growing corn crop.—H. B. Wallace, of Pulaski Roller Mills.

FARMERS MARKETED only 82,000,000 bus. of wheat during July and August, against 141,000,000 bus. during July and August last year, as reported by Statistician Howard.

THE TORPEDOING of the British steamer Treliwick sent 350,600 bus. of oats, the property of the French government, to the bottom. The crew of the Treliwick, together with the crew of another torpedoed steamer, were rescued by an American warship.

Deduction for Dockage at Chicago.

The directors of the Chicago Board of Trade on Sept. 11 adopted the following resolutions:

Resolved, That tenders on our time contracts may include the grades of wheat as prescribed in Section 3 of Rule XXII, when graded subject to the dockage as determined under the rules of inspection of the Illinois State Grain Inspection Department. Deductions for dockage shall be at the rate designated by the Illinois State Grain Inspection Department, which percentage must also be shown on the face of the warehouse receipts when issued and when such warehouse receipts are tendered. The delivery as to quantity as prescribed in Section 5 of Rule XXI, including the dockage, shall be deemed sufficient.

Resolved, That dockage prescribed by the Illinois State Grain Inspection Department shall be deducted from the gross weight of the grain when it is unloaded and the adjustment in payment of the property be made on that amount.

Resolved, That commission earnings shall be calculated on the net amount after the percentage of dockage has been deducted, unless the dockage itself has been sold separately to the buyer, in which case the commission charge shall be calculated on the gross collection at the regular rates prescribed for the handling of wheat.

Resolved, That freight charges on wheat handled in the regular way (as a consignment or on "to arrive" contracts and subject to dockage) must be charged to shipper or seller on the gross tonnage; or, if loaded below the railroad requirements and regulations for minimum carloads, upon such minimum as is required in the railroad company's regulations.

Resolved, That on purchases made in this market f.o.b. Chicago for shipment from Chicago, the buyer to pay freight on the gross tonnage shipped, including the dockage.

I. C. C. Holds Natural Shrinkage Hearing

On Sept. 18 Examiner H. C. Wilson of the Interstate Commerce Com'isn resumed the taking of testimony in the Com'isn's investigation into the matter of natural shrinkage of grain in transit, the methods of weighing grain, and the practices of the carriers in handling claims for loss of and damage to grain in transit.

The hearing was held in the federal building at Chicago. In announcing the purpose of the hearing Examiner Wilson stated that it is the Com'isn's desire to learn whether the present practices of the carriers in the handling of grain claims are *unjust, discriminatory or illegal*. He referred to the hearings held at Omaha, Minneapolis and Chicago during the month of July, stating that at these hearings the railroads and terminal markets had introduced evidence as to their positions in the matter, but that very little had been heard as to the shippers' position; and that the hearing had been continued to give shippers an opportunity to appear and present their evidence.

Clifford Thorne of Chicago, H. G. Simpson and H. V. Mercer of Minneapolis and a number of others appeared as attorneys for the shippers. The railroads were represented by a number of their best attorneys.

Those present to offer evidence in behalf of the shippers included: E. J. Smiley, sec'y Kansas Grain Dealers Ass'n, Topeka, Kan.; H. B. Dorsey, sec'y Texas Grain Dealers Ass'n, Ft. Worth, Tex.; Geo. A. Wells, sec'y Western Grain Dealers Ass'n, Des Moines, Ia.; C. F. Prouty, sec'y Oklahoma Grain Dealers Ass'n; D. L. Boyer, sec'y Missouri Grain Dealers Ass'n, St. Joseph, Mo.; J. W. McCord, sec'y Ohio Grain Dealers Ass'n; Chas. B. Riley, sec'y Indiana Grain Dealers Ass'n, Indianapolis, Ind.; J. H. McCune, pres. Illinois Grain Dealers Ass'n, Ipava, Ill.; H. E. Godfrey, N. C. Webster, W. P. Buchan, H. R. Miller and L. B. Graham, representing the Richardson Scale Co.; Victor Dewein, Warrensburg, Ill.; H. A. Foss, weighmaster Chicago Board of Trade; John Dower, weighmaster St. Louis Merchants Exchange; T. C. Crabbs, Crawfordsville, Ind.; J. W. Sale, Bluffton, Ind.; Mrs. B. E. Means, representing the White Star Co., Wichita, Kan.; H. A. Feltus, Minneapolis, Minn.; G. J. Betzelberger and J. B. Sowa, scale inspectors for the Illinois Grain Dealers Ass'n; C. D. White and A. E. Dypwick, Minneapolis, Minn.; E. G. McCollum, sec'y Farmers Grain Dealers Ass'n of Indiana; J. C. Sailor, pres. Illinois Farmers Grain Dealers Ass'n; T. B. King, Central City, Neb.; J. D. Reynolds, Minneapolis, Minn.; Chas. J. Austin, traffic mgr. New York Produce Exchange; O. Mortensen, Minneapolis, Minn.; Henry Nelson, Minneapolis, Minn.; O. W. Liljestrand, Wichita, Kan.; H. B. Price, Delavan, Ill.; J. W. Shorthill, sec'y Nat. Council of Farmers Co-operative Ass'ns, York, Neb.; and others.

The first witness placed on the stand was H. A. Feltus, of Minneapolis, traffic manager for the Van Dusen-Harrington

Co. and allied firms. The greater part of the first day was taken up by the introduction of direct testimony by Mr. Feltus and the first session on the second day was devoted almost entirely to cross-examination of Mr. Feltus.

He had prepared a number of exhibits from the records of the companies which he represents, and these were filed with the Com'isn. An exhibit which showed, primarily, that the quantity of grain lost is directly affected by the length of the haul, and that when there is no switching movement the loss is quite negligible, may be referred to as a record of "switchbacks" and cars in cross-town movement. Mr. Feltus explained that a "switchback" is a car which is loaded at an elevator, and which is later unloaded at the same house because the grain fails to grade as expected, and, therefore, will not fill the sale for which it was intended. A number of cars so unloaded at the same elevator which loaded them, and without having been subjected to any switching movement between the time of loading and unloading, showed an average shortage of 19 lbs. per 1,000 bu.; while cars upon which a slight switching service had been performed showed a shortage of 33 lbs. per 1,000 bu.; and cars that received still more switching lost 58 lbs. per 1,000 bus. In every case the cars had been sampled one or two times. This record extended over a considerable period of time, and involved many cars.

In cross-town movement, where cars loaded at different elevators were hauled to industries within the terminal district at Minneapolis and there unloaded, the movement was still longer; and the average loss on cars loaded at the Pioneer Steel elevator and unloaded after cross-town movement was 92 lbs. per car; cars from elevator "H" showed a loss of 41 lbs. after cross-town movement; while cars from the Star elevator lost 78 lbs. Mr. Feltus said that there were few overages in any of the cars considered.

The statement was made by Mr. Feltus that the burden is not upon the shipper to prove that a car leaks, but simply to prove that all of the grain loaded was not delivered by the carrier. One car of corn, he said, which moved from a point in Kansas to a point in Wisconsin was shown by the shipper's weight to contain 109,830 lbs., while at destination it weighed but 91,000 lbs. A claim for the value of the shortage was filed, but later it was learned that the carrier had record of two track scalings, one of which showed slightly over 109,000 lbs., while a later showed but 91,000 lbs., thus supporting both shipping and destination weights, and indicating that something had happened to the car. The claim, however, was declined.

One matter touched upon by Mr. Feltus would be amusing, were it not for the fact that the shipper suffers so much because of it. He said that occasionally a car which is transferred en route by the railroad company fails to grade at destination in accordance with the grade of the grain loaded into it at the point of origin; and that instances have been known of such transferred cars reaching their destination with a kind of grain wholly unlike that loaded, and even with

grain not grown in the territory where the car was loaded.

Mr. Feltus stated that in a previous hearing he had made a proposition which he desired to repeat, namely, that his companies would be willing and glad to place at the disposal of the Com'isn the facilities of any of its elevators to enable the Com'isn to conduct an investigation to determine for itself the facts with reference to the weighing of grain. When asked if this would apply to both terminal and country houses the witness replied that it would include any of them.

When the matter of the condition of equipment was brought up Mr. Feltus said that the elevator agent is almost forced to load anything that is furnished, as the agents report that if they are particular about equipment, and refuse to load cars that are in poor condition, they get no cars at all.

T. C. Crabbs, of the Crabbs-Reynolds-Taylor Grain Co., Crawfordsville, Ind., testified that he considers the automatic scale a practical weighing machine for use at country elevators, and that his company is installing this type of scale as rapidly as it can. In a large number of cars the average variation between loading and unloading weights, as shown in Mr. Crabbs' testimony, was $\frac{1}{3}$ of 1% for hopper scales, $\frac{1}{2}$ of 1% for track scales and an average of 48 lbs. per car on 1,048 cars weighed over automatic scales.

Sec'y Geo. A. Wells of the Western Grain Dealers Ass'n introduced an exhibit which contained the record of variations on 484 cars of grain. Of these, 26 cars weighed the same at point of origin and destination; 146 cars showed an average over-run of 152 lbs.; and 312 cars fell short an average of 323 lbs. This included the number of cars upon which claims were paid, while to deduct the claim payments the average shortage, for which there was no recovery, was 258 lbs. per car. There are, he said, many leaking cars on which no claims are made; and country shippers do not file claims for all the shortages they suffer.

Mr. Wells said that he handles claims for members of his Ass'n, the claims being referred to him after the carriers have refused to pay them. One of these which he recalled was accompanied by an offer from the carrier to pay 50% of the amount, the statement being made that inasmuch as the car did not leak even this liability was not a proven fact. But among the papers which came into his hands was the report of an agent of the carrier showing that the car in question actually had leaked; thus proving that the carrier was attempting to evade payment when its liability was clearly established by its own documents.

"I want to say a word," said Mr. Wells, "to encourage co-operation between the shippers and the railroads in this matter. Co-operation is the thing we need, and it is the thing which we want."

C. D. White and A. E. Dypwick, of the St. Anthony & Dakota Elvtr. Co., Minneapolis, each testified at great length, reading into the record many things which showed the carefulness of that company in the weighing and handling of its shipments. Mr. Dypwick, who was formerly in the claim department of the Soo Line, was asked what had been his policy in the handling of grain claims when in that position. He replied that he did not have a policy, it being dictated by higher officials; and

that the policy itself was to pay as little as possible.

G. J. Betzelberger, scale inspector for the Illinois Grain Dealers Ass'n: The majority of variations and inaccuracies in scales of all types tend to place more grain into the car than is registered by the scale. In one instance I inspected a scale and found it substantially correct; a C. & A. scale inspector who came a few weeks later said it was 30 lbs. per 1,000 out. I was called, and we both went over the scale carefully, and, without making any alterations, agreed that it was weighing correct within 2 lbs. per 1,000. An inspector for the Illinois Central pronounced a scale O. K., and a few days later a C. & A. inspector went over it. I was in the town, and, not telling the inspector my identity, I assisted him in his work. He found many things wrong with the scale. As soon as the inspection had been completed he learned my name. We went over the scale again and found it correct, so far as we could learn by using his test weights, the total weight of which was 500 lbs. In almost every case it is impossible to get the railroad men to make a test with us.

O. Mortensen, traffic manager for the Cargill Elvtr. Co., Minneapolis: We want to co-operate with the carriers in the inspection of scales and the weighing of grain, and any suggestions as to methods for keeping scales in better condition will be welcomed. We know that many cars are leaking in transit but reported at destination as in good order, and know that some of the railroads have maintained crews of men in division points to examine cars for leaks and to repair them in order that the leak may not be in evidence when the car is set for unloading.

The railroad attorneys seldom permitted a witness to leave the stand without first endeavoring to secure from him some information on so-called "measured cars." It seems that the claim departments have had to deal with a number of claims based upon weights ascertained by measuring the car, and by using these figures, in connection with the test weight of the grain, in calculating the weight. That this has some bearing upon the question of grain claims can probably not be denied, but any difference of opinion as to the correctness of weights so estimated should not be allowed to influence the carriers in the formation of their policy with respect to all claims. Ascertaining weight by measurement is not practiced by a majority of grain shippers, for the good and sufficient reason that it is not reliable. The shippers themselves know this as well as do the railroads, and no shipper can expect a carrier to pay him for grain which he "estimates" to have been placed into the car. The Com'isn would be justified in ordering the carriers to pay no claims based upon estimated weights; and it is not fair to the large body of grain shippers to consider "measured cars" in connection with any investigation of the subject of shrinkage, condition of car equipment, scale facilities and the practice of carriers in the handling of claims based upon *actual* weights.

E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n, introduced a large number of reports that had been compiled by grain shippers. One exhibit covered 4,474 cars shipped by 66 dealers during the year ended July 1, 1917. The elevator weights showed that 5,729,535 bus. were loaded into these cars, and 5,727,251 bus. delivered by the carriers. A total

of 681 claims were filed, and 483 of them were paid. Ten of the shippers reported the box car equipment tendered to have been in good condition; 22 reported equipment in fair condition; 3, poor; and the balance failed to make any report on the physical condition of the equipment offered. Another exhibit introduced by Mr. Smiley was the Union Pacific Railroad Co.'s scale inspection reports on 39 hopper and 45 automatic scales, tested between Jan. 1, 1917, and May 18, 1917. A large majority of the scales were weighing correctly, and only one of them showed a variation as great as 12 lbs. per 1,000.

H. B. Dorsey, sec'y of the Texas Grain Dealers Ass'n, was also called to the stand and he presented considerable evidence tending to show that Texas shippers base their position in the matter of freight claims upon actual facts that, to say the least, do not flatter the carriers. Mr. Dorsey, the Father of the co-operation plan for better weights, also voiced the desire for, and the need of, co-operation.

J. C. Sailor, pres. of the Illinois Farmers Grain Dealers Ass'n: I have been told by the manager of the Farmers elevator at my home town that no claim has been paid in the last 6 months. Fifty to 75% of the cars are coopered at our elevators; but the railroads do not give as much care to our scales as we give to their cars. We want a reasonable system of co-operation. The railroad agent could easily observe the weighing, and he could also see that all of the grain goes into the car.

T. B. King, treas. of the T. B. Hord Grain Co., Central City, Neb., said that the Union Pacific pays no attention to the fact that scales in country elevators are tested by their representatives; and he, too, stated that his company is willing to co-operate in the supervision of scales and weighing. "Why," he asked, "do the railroads not do as much for us as they do for shippers of less than car-load shipments? They weigh small shipments, and certify to the correctness of the weights. They could do the same thing with a carload of grain."

On Friday afternoon Clifford Thorne began a statement of the shippers' claims, and after he was sworn as a witness he offered a number of tables in evidence. These had been compiled from Interstate Commerce Com'isn reports, and the information had originally been taken from the railroads' own records. The railroad attorneys strenuously objected to the evidence contained in the tables, claiming that it did not relate to the matter under consideration, but the Examiner overruled their objection and permitted Mr. Thorne to continue his analysis of the tables.

John Dower, weighmaster of the St. Louis Merchants' Exchange, was called at the conclusion of Mr. Thorne's testimony, and a large portion of his evidence dealt with the various methods used to determine whether or not a car is leaking upon its arrival at destination.

J. W. Shorthill, sec'y National Council of Farmers Co-operative Ass'ns, York, Neb.: We would welcome a classification of elevators as to facilities. As I view this aggravating question of shortages, it exists for two reasons, namely, the condition and handling of scales and the condition and handling of cars. There are poor scales and scales poorly operated, but the cars of grain that are properly weighed at country points are greater in number than cars

that are improperly weighed. On the other hand, faulty cars offered for loading, and in which grain is shipped and from which grain leaks, are very much larger in number than cars improperly weighed at country stations. Shippers are doing all they can to prevent shortages, and as I view it they are doing more in this respect than the carriers are doing to prevent leakage.

Mr. Shorthill also stated that in all of his experience in 10 states he never saw an estimated car; that he never saw or heard of cars that showed overages of thousands of pounds, but that wherever such overages do exist it must be on cars whose contents were estimated and not weighed. In speaking about an analysis that had been made of a number of movements in Minnesota during the fall of 1915, he said that official records show the climatic conditions then to have been very unusual, and that for this reason, as well as the fact that the analysis considered only some 3,000 cars, whereas about 40,000 cars were actually shipped, the conclusion which might be reached after a study of the analysis would not be correct because it is not representative of either Minnesota or any other state under normal conditions.

W. P. Buchan, Minneapolis representative of the Richardson Scale Co., was called as a scale expert. While the railroads are attacking all weighing facilities at country elevators, they have made specific attacks on the automatic scale. The shippers desired that their evidence about automatic scales be authentic, and for that reason the Richardson Scale Co.'s experts were placed upon the stand to explain the scale itself, as well as the conditions under which they find it in country elevators.

The railroads had made an earnest effort to show to the Com'isn that the rate at which grain is fed to an automatic scale will materially affect the accuracy of its weighing. Mr. Buchan answered this by saying that a 1,500-bu. scale, which is the size commonly used, will operate correctly when the feed varies between 246 bus. per hour and 1,650 bus. per hour. He pointed out that if not more than 246 bus. were being elevated per hour it would require over 6 hours to load an average car, and if more than 1,650 bus. were being elevated the result would be to choke the elevator; and that, inasmuch as the operator will want neither of these things to happen, he will keep the flow of grain within the limits mentioned, which will enable the scale to weigh correctly.

The hearing showed that the shippers are prepared to defend their interests when an opportunity is given them, and also that the question of grain claims is not one-sided. It is to be hoped that the Com'isn will continue its investigation of the matter until it has gone to the very bottom of it, in order that any action which may be taken will have the effect of fairly and permanently settling the problem, giving to each side everything to which it is justly entitled.

The hearing ended late Saturday, and each side was given 10 days in which to supplement the evidence by filing written briefs.

C. BOSLEY LITTIG of Van Bibber, Md., formerly active in the grain trade of Baltimore, is urging the standardization of farm machinery as a conservation of time, labor, materials and money both in the agricultural implement factory and on the farm.

The GRAIN DEALERS JOURNAL.

Chicago Conference on Commission Rate.

Julius H. Barnes and Frank G. Crowell, representing the Food Administration, met delegations of grain receivers representing the leading markets, at Chicago Sept. 18, to consider a possible reduction of the commission rate on wheat.

Mr. Barnes called their attention to the suspension of the higher commission rate at New York and Peoria; and suggested the commission men should make the reduction as a patriotic contribution.

Hiram N. Sager, as chairman of a com'ite of the Chicago Board of Trade named to present the reasons making a reduction unjust, made the following statement:

Reduction Would Force Receivers Out of Business.—I beg you to believe that if we differ in the conclusions we reach it is not because we lack patriotism. Every grain man would give his life and his fortune to his country.

In this hour of national peril and world wide suffering and misery, our Government will find no class of citizens more loyal and patriotic than the members of the grain exchanges, nor will it find any class of men who will more willingly and cheerfully make great personal sacrifices to promote our national welfare and assist in winning the great war than will the members of the Boards of Trade and Chambers of Commerce of these United States.

It is one thing to ask citizens to give cheerfully and willingly their lives and their fortunes for our beloved country. It is an entirely different proposition to ask one class of citizens to contribute a large percentage of their modest and honestly earned income in order to make up a contribution to another class of citizens who are, largely as result of the war with its untold miseries, already earning vastly more than they ever dreamed of receiving.

On April 10, 1917, the Board of Trade of the City of Chicago, by vote of its members, changed the rules governing commissions to be charged for receiving and selling wheat, and all the work incident to same, to one per cent (1%) on the selling price.

This is the gross income from that class of business and out of this one per cent, the receiver and commission merchant must pay all expenses incident to the business, such as traveling solicitors' salaries and traveling expenses, clerks and bookkeepers, salesmen on the Exchange, office rent and stationery, telegrams to and from country shippers, daily market circulars sent to country shippers and many other expenses. After paying all these expenses the commission merchant is entitled to reasonable compensation for his services, for his capital employed and for the risks he takes incident to the business—such, for instance, as advancing money on every shipment and without positive knowledge of the value or amount of said shipment.

Percentage the Same as Under Old Rate per Bushel.—For the past 20 years or more just preceding the present war and for the first year or two after the war, the farmers and country shippers have paid on the average at least 1% commission on all the grain they have sent to the terminal markets for sale. The charge for selling \$1,000 worth of wheat is now \$10 and for the past quarter century the charge for selling \$1,000 worth of wheat has been about the same, i. e., \$10. Out of this charge the commission merchant pays all expenses.

It is true that on a per bushel basis the present charge of 1% amounts to more per bushel than the old rates, but manifestly a merchant investing his capital in a commodity (as does the receiver who almost invariably has to pay shippers' drafts against cars as soon as loaded at the country station) must take into consideration the value of the merchandise handled and the risk involved. A dry goods merchant might sell calico worth ten cents per yard at one cent per yard profit, but should not therefore be expected to sell silk worth five dollars per yard at the same one cent per yard profit.

High Cost of Doing Business.—The reason why the Board of Trade of the City of Chicago last April (long before the plans of the U. S. Government for food control had been formulated, or, at least, before they became known to the public) changed the basis of commission from a per bushel charge to a per cent of price charge, was because our members as result of many months' bitter experience learned that the

high cost of doing business—largely the result of the big prices the farmers have been (and still are) receiving for their products—made it absolutely impossible to continue to handle grain consignments on the old basis.

It is largely because the farmers' products—wheat, corn, rye, beef, pork, and all other food products—are so high that we have had to increase salaries to our employees and pay largely increased hotel bills, etc., for our traveling solicitors, besides having our own living expenses increased in proportion, and it would seem that of all men, the producer, who gets the big prices now obtainable for his products, should be the last one to refuse a reasonable compensation to the commission merchant who sells his grain and whose expenses have so largely increased by reason of the great and unparalleled prosperity of the producer. Furthermore, the per cent of price basis is eminently the fairest system because when prices decline (and therefore the expenses of the commission merchant for salaries, etc., can be lowered, and the profits of the farmer would become less) the commission charge would automatically be reduced.

It is important that the present method of financing the crop movement be not upset or disturbed. It certainly will be if the commission merchants who finance this movement, by advancing the value of the grain to country shippers, have to withdraw from the business on account of lack of profit resulting from handling wheat on consignment.

Service Performed by Receiver.—It must be remembered that the grain receiver or commission merchant is not a mere broker. In other lines of trade the broker as a rule simply brings buyer and seller together and there his services terminate. Not so with the grain receiver. He acts as the shipper's banker, he finances the shipment from time it is loaded in the car at country station, he practically guarantees the responsibility of the buyer—and, on our Exchange, at least—if the buyers fail in business and do not pay for the grain, the commission merchant assumes the loss and pays the shipper in full. This has been done in many, many instances. The receiver looks after freight payments and collects back for the shipper, overcharges in freight and for grain lost in transit. He also looks carefully after the inspection and when mistakes have been made, tries to have the grade changed or the dockage reduced. He looks after the weighing and resampling of the cars and in every way possible protects the shippers' interests. He tries to keep the shipper fully informed on market conditions and sends him daily (and without extra charge) market circulars and letters and usually pays all telegrams both ways concerning the country shipper's consignments, sales, etc.

"Futures" Income Lost.—Until recently the receivers and commission merchants had a source of income arising from the execution by them of buying and selling orders in wheat for "future delivery" for customers account. At the request of the Government, we have voluntarily and without complaint given up all that business, but our expenses can not be proportionately decreased. We should not now be asked for further sacrifices.

The wheat received on consignment comes as a rule in small lots, usually in single car shipments, and can not be compared with the business of shipping in large lots or vessel loads, as in the export business.

The Government is imposing many burdens on business, all of which we are trying to bear with patriotic devotion and self-sacrifice—such as largely increased taxation, income taxes and corporation taxes on profits (from most of which the farmer producer is exempt); there are also voluntary contributions we have been and intend in the future to continue making, such as, for the Red Cross work and other enterprises connected with the War, also, to take our share of the Government loans, but we can not do our part if we are to be deprived of our livelihood.

Of course, you are aware, that whether the commission on wheat is 1%, or less, will make no difference at all to the consumer. The Government price on wheat to the miller will remain the same in either case. It will only affect the producer and he is being handsomely paid and is making large profits as the result of the war, and so far as our experience goes is not objecting to the present commission rates and would be the first one to suffer if his agents and bankers, the commission merchants, are forced to give up the business.

C. C. Wyman, of the com'ite appointed by the Minneapolis Chamber of Commerce: There are 48 grain commission

houses at Minneapolis and in addition some line house people that handle grain on commission, making a total of 75 concerns in the commission business at Minneapolis. We applied to our members for a statement of their income account on the 1915 and the 1916 crops; and of the 33 firms reporting the aggregate cash grain commissions on the 1915 crop were \$1,131,571 on consignments; expenses, \$891,689; maximum capital employed, \$12,524,592, and net commission, \$239,882, or slightly under 2% on the maximum capital.

In 1916 the commission received on consignments was \$860,622; expense, \$913,324; maximum capital, \$19,082,012; NET LOSS on consignment commissions, \$53,702.

Future trading commissions were eliminated last year, further reducing the revenues of the 33 commission houses reporting. In making up the report the losses from poor accounts were not deducted.

We have decided to reduce our rate to 1½ cents per bu. on wheat and rye and one per cent on other grains.

Geo. H. Davis, representing the Kansas City Board of Trade: This new move it seems to us would not make it advisable to stay in business. If you reduce this commission to 1 cent per bushel it means we will practically get out of the business until after the war is over. If the commission is reduced we must get out of business, and employ our time and capital elsewhere.

James L. King, representing the Philadelphia Commercial Exchange: The commission business in Philadelphia has been very small up to the present time. Mostly grain has been purchased on track by miller, merchant or exporter. This has been done away with by the new system of grading. Since Sept. 4 we have had 40 or 50 cars from east of the Allegheny Mountains, and not a single shipper has complained of the one per cent commission charge. The quality of the wheat is inferior; already 25 cars have arrived at Philadelphia grading 4 or 5 soft. An additional hazard we must bear is the destruction of grain by enemies of the government. It is going to take the activity of the commission merchant and the warehouseman to get the grain moving from the interior.

Millers are paying \$2.19 and \$2.20 for a grade of grain sold by the shipper at \$2.13, making unfair competition for the grain shipper and receiver. Many prefer to sell outright at 3 cents less rather than take the chance on consigning. We are charging one per cent, previously 1 cent.

Mr. Legg, Baltimore: For 10 months we have had the rate of 1 per cent gross, and have failed to discover a single instance where there has been a complaint from the shipper on the 1 per cent commission. We are primarily an export market. The life of the trade in Baltimore has been dependent upon the export business. Our merchants feel that in abandoning their export trade they have given up their living, and now depend on consignments.

We have been required to take out explosion insurance.

If we are to keep intact these grain organizations we must preserve the business of its members. The organizations are not maintained by the inspection and weighing charges or membership fees.

The grain exchanges should not be singled out for oppressive legislation ostent-

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G. D. N. A. at Buffalo

The 21st annual meeting of the Grain Dealers National Ass'n was held at Hotel Statler, Buffalo, N. Y., Sept. 24, 25 and 26. Perhaps it is because of the fact that the things which are near to us seem larger than those in the distance, even when there is no actual difference in their size, that one is moved to refer to the convention just closed as having been the most important in the Ass'n's history. However momentous the problems of the past may have been, it is patent to every member of the grain trade that the present and the near future speak of matters that may prove of vastly more importance than any which have gone. That the dealers of the country recognize that fact is reflected by the number in attendance but the serious consideration and attention which each man gave to the business at hand was more eloquent of the interest he felt than any imposing array of figures upon the registration book.

The dealers began arriving two days before the date set for the opening of the formal sessions of the convention.

The first session was called to order by Pres. E. C. Eikenberry at 9:30 o'clock Monday morning and the Reverend George Frederick Williams of Buffalo was called upon to offer the invocation.

Each delegate had previously been presented with a small folder on which was printed the words of "America" and "The Star Spangled Banner" and Rev. Williams asked that the delegates stand and sing "America" as the first formal act of the convention. He then offered prayer.

It had been announced that Hon. Louis P. Fuhrmann, Mayor of Buffalo, would deliver the formal address of welcome upon behalf of the city, but pressing duties made it impossible for him to attend. His private secretary, John Sayles, appeared to represent his Honor.

The address of welcome on behalf of the Buffalo Corn Exchange was delivered by F. A. McClellan, president of that organization. He said:

The first grain convention was held in Egypt during the reign of one of the Pharaoh's. The delegates came from the land of Canaan, and they were the sons of Israel.

Joseph, the first Crop Reporter, prophesied that there should be seven years of good yields upon an enormous acreage, and that this should be followed by seven years of drouth which would bring about the total failure of all crops. His prophecy so impressed the Ruler that he thereupon constituted Joseph the first Food Administrator—the Mr. Hoover of biblical times.

Joseph immediately levied upon the grain storage facilities of the land, constructing additional bins whenever and wherever the need arose, and he conserved the surplus of the seven plenteous year, to the end that there was sufficient food to supply the people during the seven lean years. The tribes came from afar to beg of Joseph that he give them food; and as the tribes came to Egypt centuries ago, so the world comes to America today. And, like Joseph, the

President and his aids are solving the food problem again.

The Corn Exchange extends a cordial welcome to the Grain Dealers National Ass'n, and each member of the Corn Exchange extends to each member of the visiting Ass'n a cordial welcome. We hope you will enjoy your stay, and be bettered because of it.

Because of a late train Geo. A. Aylsworth, of Kansas City, who had been scheduled to respond to the addresses of welcome on behalf of the Ass'n, was not present, and Chas. D. Jones of Nashville, Tenn., in responding said,

I am pleased to express the appreciation of the Ass'n for the words of welcome we have just heard. We have come with one idea dominant above all others: and that because of the revolution which is taking place in the methods of conducting our business. It is a source of satisfaction to know that we are members of a live, growing organization, and our branch of the country's industry is one of the most important. Every man here is suffering more than the members of any other trade, we are suffering losses, but bear them because of our patriotism. There is not a man in the Grain Dealers National Ass'n who does not feel in this crisis that country comes first, then business. We are part of a great government, having a great purpose, and we intend to do our share.

FIRST VICE-PRES. T. G. MOORE, Ft. Worth, Tex., introduced Pres. Eikenberry, and announced that the convention would hear his annual address.

PRES. E. C. EIKENBERRY, Camden, O., in delivering his annual address, said:

President's Address.

The history of the past year has no parallel in the records of the grain trade. The industry has undergone radical change in its conduct extending even to principles that hitherto have been regarded as fixed and fundamental. It is impossible to discuss the affairs of the National Association or its members without recognition of the dominating political influences. War and its issues outstand; all else is comparatively insignificant; and yet we stand at the beginning. This is the period of preliminaries, of counting and planning and training. The best plans may require modification; organization apparently perfect may prove defective and effort and treasure may be mis-spent. The result alone determines the measure of efficiency and the worth of policy is proven by its final test. Hence a complete record of the activities of the Grain Dealers National Association during this convention year can be written only by the light of the future. Crises in world affairs demand of individuals and groups of individuals much of labor and sacrifice of which the quality and importance can only be determined by the character of the finalities which they are instrumental in shaping. Every war exacts its toll of sacrifice. Men and commerce must of necessity offer much without hope of full return. The common good is above all.

The predominating event of the year was the entrance of the United States into the European War as an active participant. Immediately the organized trade had assumed new and vital relations and the task of guarding its interests became no less delicate than perplexing. The finest tact and discrimination are demanded to co-ordinate trade activity with public enterprise so as to promote the highest public good and yet defect to the minimum the normal operation of affairs of commerce. The Grain Dealers National Ass'n embraces in its membership individuals and firms identified with every branch and phase of the traffic in grain; vast and compre-

hensive interests, having business in commodities of vital importance in the economy of nations in warfare. War places emphasis on the essential and no industry holds in its hands more of the seeds of victory or defeat than that industry which collects the food stuffs of a great surplus-producing nation and then controls their distribution. So closely identified with the conduct of the war the business of grain handling, could not hope to avoid prominence and close public scrutiny. The trade and its methods of operation, even previous to the entrance of the United States into the war, had been brought into the white light of publicity by the intense market conditions and sensational advances in cereal prices. Once in the conflict, having formed with our Allies a community of interest involving the conservation of grain supplies and their economic distribution, it became apparent that the Government should assume a close supervision of the processes of grain distribution. The political situation imperatively demanded that the grain trade assume a position of close co-operation with the Government. Your Ass'n early offered its services and gave assurance that the industry desired fully to co-operate in all measures necessary to the successful prosecution of the war. We could do no less and none of us desired to do less. To ask exemption meant to confess a weakness not to be attributed to men engaged in a business of superlative importance.

Your Ass'n enshrines in its ideals nothing nobler than the spirit which guides the affairs of the society on a course that best subserves the higher interests of public welfare. There exists a line at which fidelity to trade interest becomes secondary to the demands of public interest. To determine this line is the delicate task and here lies the responsibility which cannot be evaded and which your Ass'n should not and does not try to evade. We are passing thru critical times; men and organizations are being tried and tested. May I quote from President Metcalf, who in his address at Baltimore one year since declared "I can attribute the great respect that is accorded our Ass'n to one principal factor, and that is, that its membership has always been actuated and directed by a desire to serve the public interests, and that individual interests and individual desires have at all times been subordinated to the welfare of the general public." Granting all prophetic wisdom which may be attributed to my honored and able predecessor, I yet refuse to believe that by any stretch of imagination he could have foreseen the extent of such surrender of private interest as has been demanded from some branches of the grain trade in the interest of the public welfare. Yet the statement is vindicated by the willingness with which the sacrifice has been made. When the commercial history of this war shall have been written, the record of no other industry shall be more replete with sincere co-operation, honest service and patriotic endeavor.

This is a period of absolute change and our ability to endure will be determined by the facility with which we adjust ourselves and our affairs in compliance with the necessities of the times. The Food Control Bill, which became a law by the signature of President Wilson on August 8th, is probably the most revolutionary piece of legislation ever placed on the Statute books of the nation and one which conferred on strong men, far-reaching powers which they immediately began to exercise. Strictly a war measure the trade found extreme difficulty in securing consideration of its interests. Just how far these difficulties were overcome and by what effort will be apparent in the report of Chairman Reynolds of the Com'te on Legislation.

Foreseeing federal control of the trade in grain this Association industriously sought to have enacted such stipulations governing this control as would insure the utilization of the existing machinery for the conduct of the traffic. In this respect we were successful and there could be no more positive recognition of the economy with which the grain of the country has been collected and distributed than that implied in the utilization by the government for this purpose of the facilities and factors existing prior to the declaration of a state of war.

The GRAIN DEALERS JOURNAL.

In this connection I desire to say that everything we have done at Washington has been done in a manner absolutely open and straight-forward. We have refrained from "playing politics," and have presented ourselves free from ulterior motives, endeavoring always to maintain a dignity that is consistent with an organization representing the broad, general interests of one of the country's important branches of commerce.

The confidence placed in the Ass'n is indicated by willingness to confer with us and the respectful consideration accorded us at all times and by all departments. We have so conducted ourselves that the enviable standing we have maintained at Washington remains unimpaired, and it is unwise to underestimate the value of a reputation for good judgment and business sagacity, when we shall ask a share in the ordering of future policies.

We have realized that government regulations were built with a view to absolute control of the distribution of food grains. It is ours not only to submit but to support such measures as may be necessary to the successful prosecution of the war. Reluctant compliance or half-hearted co-operation can but result to prejudice us, while an attempt to hamper the operation of such policies as may be adopted under stress of military necessity would be foolish, unpatriotic and finally disastrous.

The grain trade has assumed no uncertain attitude; true to its traditions it stands as one man in support of the Government recognizing no higher duty than its obligation to the nation and no nobler ideal than that of the establishment and maintenance of freedom among the civilized nations of the earth.

The activities of the Ass'n can not be considered entirely apart from the political influences of the period. The necessities of the times have given a distinctive color even to affairs of mere routine, while certain established lines of action have been defected in their operation by the abnormal conditions prevalent.

UNIFORM GRADES.—The Grain Grades Act became effective December 1, 1916. Federal supervision of grain inspection has not been as drastic as anticipated. The provisions of the Act have been applied tactfully in a broad manner, on a liberal basis without technicality. The result is gratifying to the trade and must be a source of satisfaction to the administration. At the same time the trade approached this innovation in an attitude that indicated the best of good sense and a fine spirit of co-operation. The transition to Uniform Grading in all markets in the United States is an event of first magnitude and would have attracted more attention with closer scrutiny were it not for political events which have so completely engrossed the public mind. At any event there is a notable absence of adverse criticism and the trade has adapted itself quite comfortably to the application of uniform grades under Federal supervision. Methods of operation at the various inspection points were altered as little as possible and supervisors have not proven arbitrary in non-essentials. The old inspection machinery and personnel have been retained and with splendid results; results which in themselves constitute a compliment to the ability of the inspection departments under the old system. Appeals and disputes have been so few as to excite comment.

A return to normal conditions will find the system in complete operation. The rules and regulations governing the application of the Act have required but few or no changes, thus vindicating the policy of the Administration in taking the trade freely into its confidence in an advisory capacity. The attitude of the officials of the Department of Agriculture as exhibited at the various hearings held previous to the final adoption of these Regulations, is worthy of high commendation and entitles them to the gratitude and co-operation of all branches of the trade.

The adoption of uniform grades seems peculiarly timely; on any other basis than uniformity the task of the Government grain corporation in assuming control of the purchase and distribution of wheat would have proven much more difficult, while the resulting confusion would seriously have hampered the movement of grain to the terminals and into channels of consumption. In fact the key of the entire scheme of wheat control is the federal grades applied under the terms of the Grain Grades Act. Without the existence of this or a similar measure, the establishment of a fixed price for wheat based on a price specified in one given market could not be accomplished or, at least, would have involved the determination of comparative

values of grain represented by the grades of the various markets under the systems recently discarded. As truly as if by design uniform standards uniformly applied have proven a necessary preliminary to concentrated purchasing of grain under a fixed price.

TRANSPORTATION.—The intolerable transportation conditions prevailing during 1916 continued well into the present year. The carriers apparently were unable to meet the demand for freight transportation. Troubles were intensified by congested conditions at points of interchange, as well as at terminals. Acute car shortage developed, especially severe in the Central West; ill advised car service rules robbed existing facilities of a considerable percentage of efficiency.

The Railroads' War Board created early in April as an adjunct of the Council for National Defense has succeeded marvelously in bringing order out of chaotic conditions. By practical nationalization of the Railway systems of the country under the control of the six railroad executives composing this Board, the efficiency of railroad equipment has been enhanced to the point of meeting adequately the needs of the nation despite the additional burden imposed by military preparation. Up to the time of this reorganization our Transportation Com'ite was concerned with various measures designed to alleviate the transportation evils. Chairman Goemann has given all matters of transportation careful attention and his report to this Convention will be of unusual interest and importance.

One of the valuable lessons of this preliminary preparation for war is that of railroad management, and we predict that never again shall the efficiency of our railroads be allowed to sink to a point as low as that prevailing during the time intervening between the opening of the European hostilities in August, 1914, to the entrance of the United States into the conflict in April 1917, and we further predict, without committing ourselves to any policy, that the efficiency displayed by the Railroads' War Board has provided a potent argument to the advocates of governmental ownership of railways.

UNIFORM EXCHANGE RULES.—Believing uniformity of rules for handling cash grain by the various Exchanges to be desirable and the accomplishment of such result to be the most important piece of unfinished business bequeathed us by the preceding administration, we have endeavored to devise means by which such uniformity might successfully be consummated. The tabulation by Mr. V. E. Butler of the rules of the various Exchanges was completed early in the convention year. This was a laborious task and it was performed in a manner creditable alike to Mr. Butler and the Ass'n. Mr. Butler in numerous addresses delivered in various conventions of grain men throughout the country, embodied concrete suggestions toward securing harmony in many of the divergencies now existing in the practices of the Exchanges and has made good use of the tentative rules formulated at a meeting of the Advisory Com'ite held on April 2 at St. Louis. He has fixed the conviction that the desired result can be accomplished if a harmonious effort is forthcoming. Further to advance the matter the Council of Grain Exchanges at a meeting held in Chicago January 18, adopted a resolution instructing its committee on Uniform Rules to co-operate with our Committee on Trade Rules in formulating Uniform Rules to be presented for approval at this convention and at the next meeting of the Council.

As a result Chairman Sturtevant of your Trade Rules Com'ite will in his report to this Convention make some concrete recommendations. This will be one of the important com'ite reports of this meeting and I urge the delegates to be present. There is only one way in which to show progress in this matter of Uniform Exchange Rules and that is that this Ass'n determine rules that are just, equitable and practical, endorse them and then persistently work for their adoption on the part of the Exchanges. The rules may never be made entirely uniform but a nearer approximation to uniformity can be accomplished. This Ass'n has only wrought things that are worth while by the adoption of a specific policy, clearly and definitely conceived and supported by its resources. The return of normal market conditions should be signalized by the adoption of such rules as can be reduced to uniformity. We believe that the enforced elements of uniformity at present in force will materially expedite harmony of action among the various Exchanges.

ARBITRATION.—Compulsory arbitration of trade differences is one of the distinctive features of this organization and we stand committed to it in principle and in practice. The function and process of arbitration should be characterized by exact and dignified impartiality. No other position in the Ass'n requires parts of such especial order or entails more painstaking labor than is demanded of an arbitrator.

These comments are voiced to stimulate in this Ass'n a pride in its possession of the high type of ability and the spirit for public service required to provide for the grain trade tribunals whose collective decisions are fast building a system of grain trade jurisprudence. One of the future duties of the Ass'n is the compilation of the decisions of the Com'ites on Arbitration and their publication in convenient form.

The volume of the work of arbitration has increased in direct proportion with the growth of the Ass'n. The dual com'ite system devised at the Baltimore Convention is a distinct success and has met the necessities growing out of the increasing volume of business in this department.

MEMBERSHIP.—The continued growth in direct membership is as gratifying as it is remarkable. One year ago we had merely passed the mark of a thousand. After three strenuous membership campaigns it may have been inferred that so many prospects having been converted to actual membership, future efforts must be less fruitful. For this reason it was with some misgivings that the officers of the Ass'n inaugurated another "Booster" campaign. The active canvass was limited to three months. Its success was complete and it is with a pride, I trust you will consider pardonable, I announce that the present direct membership closely approximates 1,200 members. The results imply a continued and increasing usefulness of the Ass'n. Members would not continue to come in increasing numbers and with less persuasion were it not plainly apparent to the trade as a whole that the Ass'n is necessary and that it is doing the things that must be done and that can only be done by organized effort. Among the most enthusiastic in this campaign were members who came into the Ass'n during the preceding campaigns. Their sincerity and ardor indicated an attitude toward the organization that admits of no false interpretation.

Both from a feeling of personal obligation and on behalf of the Association I desire publicly to thank the members of the Booster Com'ite of 1917, not only for their splendid service but for their evidences of loyalty to the organization and its highest interests.

The State Organizations have felt the overwhelming importance of national issues and have given the national ass'n unselfish support. Each year the relations between the state Associations and the National become more clearly defined and their opportunities for mutual helpfulness become more apparent.

EXECUTIVE.—For your officers the year now closing has been one of strenuous activity. No blazed trail marked the path which we were compelled to travel. Conditions without precedent imposed duties without precedent. Our judgment true or false was our only guide. In forming these judgments we have sought eagerly for the expression of the leaders in the trade. Such requests have met with candid response. At times, impressed by the magnitude of the issues demanding action, we have been conscious of our weakness; but decision was imperative when indecision invited contempt. Personally, my inexperience has been generously overlooked, and I have been accorded support and co-operation openly and unselfishly. He who seeks for selfishness in the services rendered this Ass'n must seek in vain. Every demand on any member made during the past year, regardless of the nature of the service or the sacrifice of time and money involved, has met with immediate compliance. I wish publicly and here to express my appreciation of every favor shown me personally. I cannot detail you the sacrifice involved in some of the services, the benefit of which we are the recipients.

Chairman Reynolds of the Com'ite on Legislation deserves especial mention, as he has repeatedly devoted extended periods of his time to Ass'n affairs; and I do not mind saying that Mr. Goemann has spent much time effectively in your interests; his report as Chairman of Committee on Transportation will demonstrate a wide range of activity. Mr. Cornelison, Mr. Chas. D. Jones and a hundred others have sacrificed much valuable time and have been extremely helpful.

Personally I have done for the Ass'n the best that I knew. Its interests, next to those dependent on me by family tie, have been my chief concern. I shall not attempt to minimize the sacrifice involved, but the work is of intense interest and the ties of friendship formed with men unselfishly devoting their efforts to the welfare of their business industry is worth years of self denial. I doubt my worth to the Ass'n; I know its worth to me! I know its traditions and ideals and the faith and vision of many men who serve it, and this knowledge potentially strengthens my faith in the Ass'n, which to maintain its present strength and vigor must continue to have its policies directed by men who are actuated by no other motive than that of public duty.

And now, gentlemen, while we have reviewed the past and recited the duties of the present, let me remind you that the real necessity for the continued existence of this organization rests not on the record of the past, honorable and profitable as it has been; nor yet on the demands of the present insistent though they seem; but on the future with all its uncertainty, its reconstruction, its application of lessons learned at the expense of blood and sacrifice hitherto unparalleled. The portion of our industry that today is untrammeled by governmental control is only free by reason of concession. War knows no individual rights; we must recognize its iron necessities. We cannot escape the sacrifice; loyalty and patriotically we disclaim desire to use an Ass'n to obtain exemption; but we must use the Ass'n jealously to guard the rights of our industry when the world again turns to the struggle for commercial supremacy. The future is not uncertain of its necessities; industries must incorporate the experience of the war period and the normal before the war will not be the normal after peace is restored. Time is now marking an epoch in human existence. Institutions that have withstood the stress of centuries are dissolving and nothing that is human in civilization is left untouched. From the wreckage of nations and the blood of their subjects will spring a new day for humanity. Human society shall have been recast; the ideal of today shall become the real tomorrow. Commerce will keep pace with the humanities and we shall find ourselves confronted with the problems of reconstruction and readjustment to the new order. As a union of business men representing one of the great industries of the country, we must face the future and must hold ourselves ready to measure up to our opportunities. The maintenance of our present enviable position among the business organizations of the nation demands that we shall enter this period of reconstruction as the exponent of the application of truth and justice in the determination of the fundamental principles of business conduct and commercial relations. In the future, when peace shall return and commerce shall be re-established among the nations of the earth, when the regulation of military necessity must release its pressure and business be restored to self direction, then shall be presented opportunities for service, which shall outrival in importance the accomplishment of the past. And let us be ready. It is my strongest desire that unimpaired the Ass'n may survive the shock of war and when the struggle shall have ended and an inventory of human institutions is made, the Grain Dealers National Ass'n may be one among the great business institutions ready to assume its share in the guidance and guardianship of the nation's commerce, ready to seize the opportunity for the reorganization of our industry on a broad and enduring basis of exact justice and equity.

CHARLES QUINN read his report as secretary-treasurer of the Ass'n, saying:

Secretary's Report.

Today we have a problem confronting us which dwarfs into comparative insignificance all those that preceded it. The war will intrude and dominate everything.

If the war has profoundly influenced every convention held this year, how may the grain dealers hope to escape, when their business is affected perhaps more than that of any other?

And why should we try to escape? Is not the present war the greatest thing that has happened in the history of man on this planet? Does it not put our institutions to the severest test they have ever experienced?

Are we afraid of this test? Is our faith so weak, and have we become so selfish that we fear to face this greatest of all problems with our old time assurance?

In the mighty struggle that is upon us, the grain dealers, in common with all

citizens, must be prepared to make great sacrifices.

"From Producer to Consumer" will be but one of the many shibboleths of a nation that has tasted state socialism. In no other war in the history of the world has the state been as supreme as in this one, because in no other war has it been necessary to organize all available resources of men, women and material things.

Daily the state goes further and further into the domain of private business and takes over some function of industry that has heretofore been left to private initiative. Daily the cry of "Down with the Middleman" grows louder.

One day we see future trading abolished in wheat. The next day the government takes over the entire wheat crop. Tomorrow corn and oats may follow. Today the government's control of the transportation arteries is complete.

Where will it end? No one can say. It depends upon the length of the war. Does any sane man think that we can ever go back to where we were in August, 1914?

Here then is our problem—the mightiest problem that the business interests of the country has ever faced. It is easy to stand by and see the business structure that it took years to build crumble at the first shock of war. We have seen this happen before our very eyes. But in what form will it be replaced?

Will we permit the political charlatan, the economic empiric and the socialist dreamer to rebuild the structure, or will the business men of the country band together in a spirit of patriotism and unselfish endeavor to give back to the country the old system purged of its abuses?

The grain dealers of the United States, in common with all other business men, must prepare to meet the situation that follows the war. "Future Trading" and the "Middlemen" will be the targets at which both the producer and the consumer will alike shoot. It will be argued that "What is good in time of war must be equally good in time of peace," a sophism of the most dangerous kind because it is one of these half truths that is worse than a lie.

If the government makes a success of its control of the grain business during the period of the war it will not be because a new and better system was launched, but because of the patriotism of the grain men who gave of their great experience and time without compensation or hope of reward, and who made great personal sacrifices because their country called them.

The dangers herein outlined may not be patent to all the members, but I am sure that most of them have been thinking along these lines. It is hard to see how they can avoid the conclusion that the war will bring in its train many real perils to the grain trade and to the business interests generally. Our duty under these circumstances seems plain! Let us prepare for both conflicts—the war with Germany and the "War After the War."

While Democracy is at stake let us give to our country freely and without complaint—give everything, even life itself, if necessary, but let us when the storm is over, and the country goes back to the paths of peace, defend our rights as middlemen against any assault from within or without. Let us hold fast to that which experience has proven to be sound, which has come into existence by natural evolution, and which has resulted in the practical elimination of waste. Future trading needs no defense at a convention of grain dealers. We know that, under normal conditions, it is the only method that insures stabilized prices for the cereal crops of the nation.

Legislation.—Mr. A. E. Reynolds, the chairman of the committee on legislation, has for a number of years watched over your interests at Washington with a zeal that has endeared him to the grain trade. He could not have taken greater interest had he been a paid employee of the Ass'n. Never once has he failed to leave his own business to devote his time and talents to the work of the Ass'n whenever a legislative situation arose that required his attention.

Under these conditions Mr. Reynolds and the other members of his com'ite had no alternative other than to offer their services to their government. They saw, not only the futility, but the absolute danger to the country of opposing the passage of the Food Control Bill. As patriotic citizens they endorsed it and did all they could to speed its passage through both houses of congress.

But I do not wish to enter the legislative domain and take from Mr. Reynolds any of his prerogatives. He is more than able to present the situation that confronted him when the United States entered the war. He will tell you of the responsibility that

rested upon his shoulders, of the confusion in congress and of the excitement in the country. As everyone knows war brings out the best and the worst that is in human nature. When the country rings with war and the life of the nation is in danger the people have no patience with any one who stops to point out defects in any bill. Their one cry is "Action," and anything that impedes this is regarded as disloyal. This is perhaps inherent in human nature. It is an evidence of the law of self-preservation.

Mr. Reynolds and the other members of his com'ite were forced to take this into account, and they permitted things to get into the Food Control Bill which would be impossible in time of peace.

Numerous Bills Introduced.—By December 15 there had been introduced 22 bills that affected the grain trade, and nearly all of them concerned the high cost of living. The majority related in one way or another to an embargo on foodstuff especially wheat. Most of the resolutions called for an investigation by some one of the government departments to determine whether the high prices were due to the war or to manipulation and speculation.

When President Wilson called the sixty-fifth congress into existence on April 1 the war clouds had gathered, and within a few days the calendar of both the house and the senate was full of bills in which the grain trade was interested. In less than a month after the new congress convened thirty-two bills affecting the trade had been introduced. Many of these bills related to the production and distribution of grain and other farm products.

By May 20 thirteen more bills and resolutions had been introduced. All of these were similar to those which preceded them in the new congress. By this time, the prohibition forces in both houses had started their campaign and several bills were introduced to prevent the use of grain for the manufacture of alcoholic beverages.

From this time on until the Food Control Bill was disposed of on August 10, congress did little but discuss the provisions of the measure. The whole country is familiar with the controversy that arose and the opposition that developed in the senate. The agitation, however, did not prevent the members from introducing eighteen more bills affecting the trade. These too, were all "war bills," but they are still on the calendar and like to remain there.

By July 5 eight more bills were introduced and since then fourteen have been added, making in all 85 bills that have made their appearance in the sixty-fifth congress.

Out of this number of "war bills" but three were passed, namely, the Food Control Bill, the bill to stimulate production and the bill to give preference to the movement of food and other shipments by the



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carriers. It was believed by the administration that these three bills would accomplish all that was needed during the war.

It might be said in passing that congress did pass one bill of real value in addition to the three named. This is the Esch bill, which places in the hands of the Interstate Commerce Commission the power to control the movement of cars. While this bill will be of little value during the war because of the passage of the measure giving preference to certain shipments, it ought to benefit greatly the grain shipping interests when peace returns and the country goes back to normal conditions.

Transportation.—Mr. Henry L. Goemann, the capable chairman of the transportation committee, will point out these problems in his report to the convention. He will give you a full account of the activities of his committee during the year. To discuss transportation matters in detail in this report would be but to take from Mr. Goemann that which comes within his province as chairman of the committee.

It is the intention of the legislation committee of the Association to endeavor to have congress enact an amendment to the Pomerene bill defining an "adequate weighing device." The war, however, has prevented any more in this direction. It is practically impossible to get any domestic legislation through congress at this time.

The Ass'n has declined to go into the question of shrinkage before the Interstate Commerce Commission. In co-operation with the Council of Grain Exchanges and other Associations a fund has been created to fight out the matter of shrinkage in the federal courts. The case is now pending in Chicago.

Trade Rules.—C. D. Sturtevant, chairman of the Trade Rules Com'ite, will, in his report, present for your consideration several amendments to the trade rules. These amendments will be of a minor character. Indeed it could not be expected that there would be any changes of a radical kind.

During the past year a large number of inquiries concerning interpretation of the trade rules have been sent by the members to your secretary. Some of these have been answered at once, but most of them have been sent to Mr. Sturtevant for reply. All questions that seemed to touch new phases of the rules were forwarded to Mr. Sturtevant and out of these inquiries he will make his recommendations for changes.

Mr. Sturtevant has given the Association invaluable service during the year. His replies to all inquiries have been prompt and complete. All communications sent to him are answered by the chairman direct to the inquirer. A copy of the answer is forwarded by the chairman to your secretary who has several carbon copies made and sent to the other members of the trade rules committee.

Mr. Sturtevant will also report on the efforts of the Ass'n to promote the cause of uniformity in trade rules during the past year. It will be remembered that at the last annual meeting the president was authorized to appoint a trade rules committee to promote the work of uniformity among the exchanges. The president appointed the new trade rules committee to do this work believing that this committee was in better position to handle the matter efficiently.

At the annual meeting of the Council of Grain Exchanges in Chicago on January 18 the following resolution was adopted:

"Resolved, That the Council of Grain Exchanges in convention assembled at Chicago on this 18th day of January, 1917, hereby instructs the uniform rules com'ite of the Council of Grain Exchanges to cooperate with the trade rules committee of the Grain Dealers National Ass'n and frame trade rules to be presented for approval and adoption at the next annual convention of each organization."

Mr. Sturtevant will, in his report to this meeting, tell you what followed this resolution. Of course the war, which has made so many changes in the plans of every organization, has operated to delay action by the exchanges.

For more than a year the National Association, in co-operation with the Council of Exchanges, has been working to harmonize the trade rules in all the exchanges so that a shipper, knowing the rules of one market, would know them all. In this agitation no attempt is being made, of course, to dictate to the exchanges, or to in any manner interfere with their internal organization. The aim simply is to unify only those rules covering cash grain.

In order to bring this much needed reform out of the realm of mere agitation so that the movement might have a concrete

basis upon which to rest, the Ass'n last summer employed V. E. Butler, of Minneapolis, to go over the trade rules of every market in the country, to tabulate and compare them, so that it could be seen at a glance wherein the rules of various exchanges differed on specific subjects.

Mr. Butler found what everyone expected, namely, that there was a wide difference in the rules; that many of the exchanges had no rules on many points, and that some exchanges had not revised their rules in years. He found further that some of the smaller exchanges really had no rules to speak of at all, and that nearly all of the exchanges did not attempt to incorporate in their rules most of the rules that are part of the trade rules of the National Association.

As the National rules are merely the expression of well known trade customs accepted by everyone, and have been framed by the trade as a whole, an attempt is to be made to have the various exchanges accept these rules as nearly as possible.

Arbitration.—The following table will show what has been done in arbitration during the past year:

Number of cases at beginning of convention year 37
Number of new cases during the year... 46

Total 83
Number of arbitration decisions during the year 31

Cases withdrawn 5
Cases settled direct 9
Cases dismissed 3

Expulsions 2
Cases pending 33

Total 83
Appeal cases pending at beginning of convention year 4
Cases appealed during the year 8

Total 12
Appeal cases disposed of during the year 5
Appeal cases withdrawn 5
Appeal cases pending 2

Total 12

At the last annual convention an amendment was made to the arbitration rules providing for the creation of a second arbitration committee of three members. Another amendment was made increasing the appeal fee from \$10 to \$25.

Time has vindicated the action of the convention in making these two changes. The Ass'n, with nearly 1,200 direct members, has reached the point where one com'ite could not hope to do all the work. Both com'ites have been kept busy as will be seen by the number of decisions made during the year.

The increase in the fee has had the effect anticipated. It has stopped the practice of appealing every case, but it does not shut off appeals in important controversies where vital principles are at stake or where large sums are involved. Before the appeal fee was increased the losers in nearly every arbitration case appealed as a matter of course because of the slight cost. This practice burdened the appeals committee with work, much of which was entirely unnecessary.

The desirability of having two arbitration committees instead of one is shown by the decrease in the number of cases pending. At this time last year there were 37 such cases. This report shows 33 cases on the docket. But this does not tell the whole story because 11 cases are in the hands of the arbitration com'ites and most of them have been decided. The chairmen of the com'ites are at work writing the decisions which will be announced in the next two weeks.

During the past year the directors of the Ass'n found it necessary to expel two members for refusing to arbitrate trade differences. These expelled members are the Alley Grain Co., of Mercer, Mo., and S. H. Young & Co., of Philadelphia, Pa.

Attention is directed to what may at first glance look like a discrepancy between this report and the report of the chairman of the arbitration appeals com'ite, who states that his com'ite handled but two cases during the year, while five cases are shown in the tabulation presented herewith. The explanation is that three of the five cases given in this report were announced by the old appeals com'ite some time after the last convention. They were "hold over" cases.

Membership.—The statement that follows covers the direct, associate and affiliated membership of the Association on September 22:

Total number of direct and associate members reported at the last convention 1,053

New direct and associate members secured since the last convention.. 231

Total 1,284

Direct members: Number of paid up direct members September 22, 1917..... 1,142

Number of delinquents..... 36

Total 1,178

Number of resignations..... 54

Members dropped for non-payment of dues 5

Members gone out of business..... 44

Expelled 2

Total 105

Associate members: Associate members reported at last convention 20

Associate members secured since last convention 3

Total 23

Associate members in good standing September 22, 1917..... 22

Associate members resigned..... 1

Total 23

The total number of members affiliated is 2,289 divided as follows among the eight state associations that have been enrolled:

Illinois Grain Dealers Association..... 348

Indiana Grain Dealers Association..... 254

Western Grain Dealers Association..... 434

Kansas Grain Dealers Association..... 405

Missouri Grain Dealers Association..... 184

Ohio Grain Dealers Association..... 285

Oklahoma Grain Dealers Association..... 199

Texas Grain Dealers Association..... 180

Total 2,289

It must be understood that the number of members given for each state association in the above list does not embrace the total enrollment of these various organizations. In reporting to the National Ass'n the secretaries of the state organizations deduct all of their members who are also direct members of the National and send in only those who are country shippers. Some of the affiliated ass'n's have a large membership in the terminal markets but as nearly all of these members also belong to the National they are not counted in the affiliated lists.

The membership campaign this year has been the most remarkable one in the history of the Ass'n. The total number of new members secured is 231, but two less than in 1916. Last year's canvass was so eminently successful that we had full cause for congratulating the loyal boosters who had done such splendid work. No hope was entertained this year that we would come anywhere near the mark set in 1916, because the officers of the Ass'n did not feel that they could ask the members to continue a long booster campaign every year.

It was decided by President Eikenberry and your secretary to conduct a short campaign for 150 members, making it of the "whirl-wind" variety and bringing it to a close in about ninety days. Such a canvass, it was believed, would not tire the members and could be conducted each year.

The experiment proved more successful than the most sanguine could have hoped. The campaign started on February 1 and May 18 it closed when the one hundred and fiftieth application was sent in.

But there is a happy sequel to this story. The boosters were not satisfied to stop. They kept on going until they sent in 81 more members and, as stated before, came within two of tying last year's wonderful record.

Booster Prizes.—Following the usual custom President Eikenberry authorized the announcement that booster prizes would be given to the three who had secured the largest number of new members at the close of the regular campaign. On May 18, when 150 new members had been landed and the canvass had formally been concluded, J. L. Nessly, of Memphis, Tenn., was leading all other boosters. Second Vice-President Jno. D. Baker, of Jacksonville, Fla., was second and two were tied for third place. They are Director E. W. Crouch, or McGregor, Tex., and J. R. Murrel, Jr., of Cedar Rapids, Ia. President Eikenberry decided that four prizes should be given in view of the tie for third place. These prizes have been secured and will be distributed at the convention by the president.

The great work of the boosters during the past year seems to settle the problem of increasing the membership. This has been one of the most difficult problems the Ass'n has had to face since its organization. As the membership fee is small it does not pay to place hired canvassers in the field, their traveling expenses and salaries being heavier than the returns from their work. For years this problem has worried the directors of the Ass'n, but

at last a solution seems to have been found by the members themselves. This is a happy solution indeed as it serves the double purpose of building up the Ass'n and getting the members interested in the work.

As will be seen by the accompanying table the Ass'n made a net gain in direct and associate members last year of 125. We are now within 22 of the 1,200 mark, our total number of direct and associate members being 1,178.

At the present rate of increase the Ass'n will have 1,300 direct and associate members at the next annual meeting.

Uniform Grades.—The chairman and other members of the Uniform Grades Com'ite attended a number of hearings given to the trade by the department following the announcement of the tentative grades which went into effect on July 1 for hard red winter wheat, soft red winter wheat, common white wheat and white club wheat, and on August 1 for all other varieties.

F. E. Watkins, chairman of the Uniform Grades Com'ite, will report to the convention on the work of his committee. He will discuss the dockage question which seems to have caused the greatest amount of complaint among wheat shippers, especially those in the southwest and in the central part of the country.

Natural Shrinkage.—We have taken the position that the liability of the carrier for loss in transit is a matter for the courts to settle, in accordance with the laws of congress. The trade, therefore, denies the jurisdiction of the Interstate Commerce Commission to settle the matter of alleged loss through so-called natural shrinkage. As the commission has said many times that it has no jurisdiction in this matter, it follows that it has no power to award damages and consequently no jurisdiction to approve rules which will relieve the carrier from damages for loss in transit.

FINANCIAL STATEMENT.

Your secretary is pleased to inform you that the finances of the Ass'n are in a sounder condition than at any time in the history of the Ass'n. You will observe that in the statement that follows our surplus now amounts to \$18,153.58. This is an increase of \$3,323.28 over the surplus shown in our last annual report. This statement is all the more satisfying when it is remembered that the Association, in the last convention year, spent more on legislation than in any twelve months previously. The amount paid out from this fund was \$3,029.38.

Attention is also directed to our total footings, which have reached the sum of \$45,069.13. This is \$8,350.12 more than last year which was the largest ever reached. The statement in full follows, from Sept. 25, 1916, to Sept. 23, 1917, inclusive.

Receipts.	
Cash on hand last report.....	\$14,830.30
Direct dues.....	13,267.50
Direct membership.....	3,320.50
Associate dues.....	203.00
Associate membership.....	43.50
Regular subscriptions to Who Is Who.....	601.50
Affiliated subscriptions to Who Is Who.....	729.00
Who Is Who advertising.....	10,166.08
Sundries.....	27.25
Arbitration fees.....	855.00
Affiliated dues.....	725.50
Investments.....	300.00
Total receipts.....	\$15,069.13

Expenditures.	
Salary account.....	\$ 7,683.00
Office supplies.....	828.94
Express and telegrams.....	210.13
General printing.....	279.25
Who Is Who.....	9,246.46
Office rent.....	565.00
Telephone rent and tools.....	49.05
Arbitration deposit fees.....	450.00
Legislative expense.....	3,029.38
Officers' traveling expense.....	965.68
Secretary's traveling expense.....	581.19
Postage.....	750.72
Sundries.....	337.12
Convention expense.....	1,371.46
Arbitration expense.....	553.17
Refund application fees.....	15.00
Total expenditures.....	\$26,915.55
In Bank:	
Commercial account.....	\$ 8,026.58
Certificate of deposit bearing 4% interest.....	10,000.00
Petty cash account.....	127.00
	18,153.58
	\$45,069.13

Before drawing this report to a close I desire most earnestly to thank all the officers and directors of the Ass'n for their many kindnesses to me during the year. It is indeed a great privilege and an honor to be associated with such courteous and considerate officials. Our relations could not have been more harmonious. We have come through a strenuous year without the slightest friction, but instead a closer knitting of the bonds of friendship and cordiality.

PRES. EIKENBERRY: Tho the time for adjournment has arrived, I desire to ask, as a personal request, that the convention hear the report of A. E. Reynolds, chairman of the Legislative Com'ite, at this time. I make this request on Mr. Reynolds' account, as he has just come here, to make his report,

from a sanitarium where he is seeking the return of health that was lost in Ass'n work.

In making his report Mr. Reynolds said, in part:

Report of Legislative Com'ite.

The object of the Legislative Com'ite has been to establish such relations with the government as will define our Ass'n as an integral part of the nation's activity and a potent factor in shaping the course of our government in the prosecution of the war. It is a source of gratification to know that we were the first Ass'n called into council when the war work was commenced. This, perhaps, was because the grain trade is disturbed more than any other industry; and there is no reason for dissatisfaction with the relation of the trade to the government or with the control which the government has exercised over the trade.

Food Control: When the Food Control bill came up for consideration we showed the government the way we wanted to go. They wanted to wipe out all future trading in grain, but we talked control; and as the matter was finally worked out there is no need for the repeal of a law to permit us to return to our normal methods of business. The government simply exercises a police control, and when the need for it has disappeared the control will also pass away.

Pomerene Law: With the passage of the Fomerene B/L Law we thought we had secured a remedy for one of our most serious ills, but because the railroads appealed to a purely technical matter the full benefit of our efforts has not been gained. These technicalities will pass, however, and the very fact that the railroads saw fit to appeal to a technicality proves the worth of the law as a whole. Senator Pomerene has prepared a bill to correct the defect, but this is no time to introduce it; it is no time to introduce any bill except one designed to help win the war. Our purely domestic affairs must wait.

The Future: I do not know where we will land, but I have enough confidence in the eternal fitness of things to believe that you will again be given control of your business. Not in the same way as in the past, perhaps, but you will never live in the same world again, and in the new world which will follow the war old things will have little part. The man who devotes himself to one line will succeed, but a part farmer, part grain dealer, part miller will fail and there will be room for the specialist in the future as in the past.

Just how much you will have to do with controlling the grain business depends upon



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the Grain Dealers National Ass'n, and by that I mean not only its future activities but also those of the past. They believe in us at Washington; and that belief exists because of the fact that we have never gone there to attempt to accomplish things by petty meannesses, but by the submission of facts which did not lead them astray. For that reason the things which we may say and do in the future will be given every consideration.

W. T. Cornelison, Peoria: I move that the report of the Legislative Com'ite be accepted, and that the Ass'n extend its thanks and appreciation to Mr. Reynolds and the com'ite for its work. The motion was carried.

C. D. Jones, Nashville: Mr. Lee G. Metcalf, a former president of this Ass'n, and a great man in the Ass'n, is at home nursing his sick wife, and he is himself too ill to attend this meeting even if it were not made impossible by other things. I move that a com'ite of 3 be appointed to wire Mr. Metcalf, expressing the sympathy of the Ass'n in his present trouble.

The motion was carried, and Pres. Eikenberry appointed Mr. Jones, H. I. Baldwin, Decatur, Ill., and T. G. Moore, Ft. Worth, Tex., to constitute the com'ite.

Pres. Eikenberry announced the appointment of the following com'ites:

Resolutions: H. N. Sager, Chicago, Chairman; A. L. Scott, Pittsburg, Kan.; Chas. England, Baltimore; H. B. Dorsey, Ft. Worth, Tex.; and Marshall Hall, St. Louis.

Nominating: C. D. Jones, Nashville, Tenn., Chairman; U. F. Clemons, Marshall, Okla.; E. M. Wayne, Delavan, Ill.; C. A. Magnuson, Minneapolis; and E. A. Grubbs, Greenville, O.

Auditing: J. R. Murrel, Jr., Cedar Rapids, Ia., Chairman; E. A. Fitzgerald, Cincinnati; and Bennett Taylor, Crawfordsville, Ind.

The convention adjourned for luncheon.

Adjourned for luncheon.

MONDAY AFTERNOON'S SESSION.

The Convention was called to order by the President at 1:30 o'clock.

THE PRESIDENT: In the last few months Julius Barnes has loomed larger in the grain trade than any other man in the United States. It is quite unnecessary to make an address introductory to any remarks that Mr. Barnes may make to this Convention. I take extreme pleasure in introducing Mr. Barnes, the President of the Food Administration Grain Corporation. (Applause.)

MR. BARNEs: Gentlemen, if I had ever wished that I had the power and the eloquence to carry to you the situation and the story and the purpose underlying the Grain Corporation operation as I should like to get it before you, if I had ever wished that I possessed the tongue of eloquence to convince you that there was a real purpose and a real sincerity behind this operation which carried it far beyond the commercial field, it is today when I see you, the men who might carry back, as creator of a sentiment in your various communities, the underlying purpose of this Grain Corporation and its policy.

I have no such power to carry conviction with you, but I have, I hope, the power to impress you with the sincerity of our operation, with the dissociation from private interests of those men who are directing its policies and endeavoring to make it fulfill a great public service in a time of need, and I hope I have the power to convince you, by explanation and argument, that the policies which it seeks to enforce and carry out were dictated, not by selfish considerations of personalities or communities or of interests, but solely that the Grain Corporation as an instrument of the food administration may serve the great end which it should, and may help to carry this war in which our nation is involved to a successful conclusion.

If I can succeed today in carrying to you the story of its formation and the reason for its existence in so fitting a manner that you will be able to go back convinced of its necessity and its soundness, of the field in which it must enact its part, and convinced that it will play that part, actually accomplishing those ends which it should accomplish in directing the great

grain trade of the United States in such way as to be a real aid to our allies, and to our own cause, then I shall be satisfied indeed.

I have always been an advocate of the grain exchange system of the grain business. I believe it has justified itself by twenty years of demonstration to be the most efficient and most economical method of translating the farmer's produce into the people's food. I believe the American exchange system is far more perfect as a means of that commercial conversion than any grain system which is in existence today in any country or in any clime. I believe that in wheat especially, the daily and hourly and minute fluctuations of a price, which to the unthinking record only the speculative instinct and the opportunities for gambling, are in effect the recording of intelligent appreciation of underlying factors on which intelligent business must always base its operations. When you realize that wheat is the prime food of the world, and that it is a crop which almost consumes itself exactly each year, and that it is a crop of which some portion is being matured in some section of the world every month in the year, and that the climatic development of each month adds or detracts from the total supply available for a world's yearly consumption, you will see there is a real reason for daily adjustment to these conditions of growing crops, to a reappreciation of the demand on the existing supply, which must be regarded by intelligent business men from day to day and year to year.

But that applies only when the world is free to respond to its natural influences; when the commercial competition of Australia and Argentine, of India and Russia, and Canada and the United States were free to enact their part, but when war broke that chain of communication, when the relation between markets was severed, as it never had been before, we face a condition which requires a new order of things. When constituted authority put its heavy hand on the commercial play of supply and demand, it became necessary for us to readjust our methods of business or perish.

I have no sympathy with government control of foods, or of any article of commerce in which there is a fair and assured play of commercial factors, except that which is forced by war necessity, and that condition is with us today.

You have been taught for many years,



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and you have taught your bankers to believe and rely upon it, that the system of exchange hedging made the advancing on grain stocks the safest banking business in the world. It is no longer such. The hedging system under today's conditions would be a menace to you and not a security. The safe hedges which a country dealer today can acquire are that contract with the government which is offered by the Grain Corporation, which without any necessity of advancing margins for fluctuating prices, secures the integrity of the value of his commodity.

So when it became a conviction that the independent and hedging system of grain must be displaced, or we would face a year of the wildest fluctuations in grain that we have ever known, it became the patriotic duty of those in charge of the administration of the Government to devise a plan which would, with the least dislocation possible of independent and established business furnish that control of prices, and apportion to ourselves and to our Allies the supplies which we could furnish.

The system which has been put in operation under the management of the Grain Corporation has been one evolved after many serious discussions and much investigation. There have been scores of visitors to Washington, every one of which has been patiently heard and carefully listened to. There have been thousands of letters, with their myriad suggestions, considered and analyzed, weighed and discarded or adopted. These suggestions have run from comic to tragic. I recall that one suggestion we had was addressed to Mr. Hoover, urging him to use the power of the Administrator to prohibit the use of eggs in making eggnog (laughter); not on the ground that eggnog itself was objectionable, but because under the American custom only the white of the egg was used and the yoke discarded and lost.

And if you love duty, how would you like to receive a letter, as we did, as pathetic as this, written on soiled stationery from a little country town, a mountain village in Kentucky, written by a woman evidently of refinement, picturing herself as aged and alone in the world, and of moderate circumstances, and saying that she enclosed the newspaper clipping of the sermon preached in the local church the Sunday before, in which the pastor had pointed out beyond any doubt that this was a year of the great war referred to in certain books in the Bible, and that it could properly be deduced from that prophecy that wheat would sell at eight dollars a bushel and flour at \$34 a barrel; and saying "Mr. Hoover, I don't think I can live through such conditions?"

There has been a mixture, as I say, of

comedy and tragedy throughout the whole desire of the people generally to see in Mr. Hoover the prophet who should lead them out of the abyss of high prices, of uncertain fluctuations, of a feeling inspired last year by the tremendous fluctuations in wheat that our food supply was insufficient, and starvation was on the way.

We know that America, with its immense resources, with its wide range of climate, soil and crop, can never be starved. It was not a problem of sustaining ourselves, it was a problem of how to discharge fairly our obligations to our Allies.

The only way to control our own needs and to fairly apportion it to our Allies seemed to be to take the whole wheat operation out of the hands of independent commercial operation and put it in the hands of one authority that should secure it all and apportion it fairly.

Now the methods by which that is arrived at would be to you men who have been brought up in the American atmosphere of free competition and fair play almost unbearable, unless you so arrived at such a picture in your heart of the public service which that operation gives, and its contribution directly to humanity. Unless you can get a picture of the reassurance that means to our heroic Allies, to desperate France, that we will share with her our store of foods, and not leave her open to the fear that after all her willingness to pay the price, she will not then secure sufficient food. Or to England, stubborn and indomitable England, opposing the German foe, assured by such a government operation that she shall fairly be assured a portion of the supplies that we have abundance of and which she lacks.

So I say we started with that idea, that there was a great underlying need for this operation, and when you feel convinced that there is such a need, you will find it enables you to accept cheerfully many sacrifices that otherwise seem unbearable, and steels your heart to many things that otherwise would seem burdensome and unnecessary. When you realize that the men directing this enterprise have that feeling in all sincerity in their heart, and they feel that there is a great humanitarian purpose in the operation of this great Grain Corporation, you will realize that those men are not trying to create commercial reputations, are not trying to demonstrate that they have the ability and the experience to carry this great operation through, but are doing it in the same sense of public service in which every boy who enlists goes to the front. When you realize that that is the spirit in which it is being operated, you will realize also that there will be no failure, that step by step the system will be improved or modified or altered, making its operation more certain, more thorough, and

that it rests on you, gentlemen, the commercial community of America, how far that coercion is necessary to go (Applause).

We are engaged in a great experiment, a wonderful experiment, an experiment which I believe is impossible with any other people in the world than the American people. We have yet to demonstrate that we can do it successfully, but if it can be done among any people in the world, it can be done among Americans convinced of its need and of its wisdom. England tried it, and step by step she has been forced until today she operates her own mills. Her problem was comparatively simple. Her great milling centers were seaboard, to which the raw material could be supplied without the difficulties that we encounter here. Her milling centers were at those seaboard points or within easy distance of them.

We have a country ten times as vast, interlaced with varying crops of varying quantities and varieties, interlaced with a system of milling-in-transits and proportions and balance of through rates that make a commercial structure most intricate, and yet we are engaged in the illogical attempt to preserve competition in the milling business and the grain handling business, in a field as complicated and intricate as that. It is an economic anomaly, and if it is successful, it will be the greatest demonstration to the world that democracy can by self-control every part that autocracy can by coercion (Applause).

If you will follow the chain of thought through yourself, you will see how illogical it is that a nation engaged in war, and attempting to govern the distribution of its prime food supply, can still attempt to preserve independent the milling business to the extent of different brands and qualities and blends and different sections affected, as I say, by all those varying factors of sources of origin in different fields and of markets interlaced by the exchange of this same commodity under a brand and name apparently differing. What I mean is this: when we come to apply our railroad rate system to the present distribution of wheat, we are almost appalled by the inconsistencies and the contradictions we discover. If in the Central West in one year a crop was plentiful to the north and the need for wheat urgent to the south, the railroads responded to a demand for a milling-in-transit north to south. The next year conditions changed, and the railroads constructed a freight structure working the other way, but left the first one in; and then there came a time when east to west was needed, and then west to east, until today with many mills it becomes a question of not where they want to secure their wheat supply, but where can I secure



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my wheat supply that fits the flour demand which reaches me today. Tomorrow a flour demand will require a different wheat supply.

Gentlemen, this is the short answer to a condition like that; the logical answer is to wipe out all such differentials, to take over every grain elevator in the United States and every mill, and operate it under government control, and make one grade of war flour, and distribute it where it can go most economically on the rate structure as it exists or one that is forced into being. I say that is the only logical answer, but I hope we will never reach it. And we intend to give the commercial established agencies of the United States a chance to co-operate with us so wisely, with such self-restraint, in such a spirit of sacrifice of individual profits and honesty, that it will never be necessary, and we hope to return to the established grain trade of the United States, I hope intact, this great grain handling business which is full of so many inconsistencies when regarded as a whole (Applause).

We do not conceive that we, the gentlemen who direct the policies of the Grain Corporation, are infallible, nor that out of our experience we can most wisely decide every question of policy which arises, but we do claim that the gentlemen who are directing the Grain Corporation—and I speak now of the second vice presidents and the agents—are all men of ability in the trade and of experience, they have dissociated themselves from any profits in any line of grain endeavor, they are approaching this question with all the sense of responsibility which a great public obligation imposes on a man's conscience, and I feel I have a right to claim, and I feel you will admit to me the claim is just, that their decisions carefully taken after due consideration and decisions will be as nearly the fair and just and wise policies as is natural for any human being to arrive at.

It is because I want you to feel how nation wide this operation is, and because knowing it is nation wide, you must realize the many problems that come before us every day, that I want to appeal to you in this operation and not to approach it in the spirit of finding how far you can go under the regulations of this operation, how can you defeat it, how can you live against its rules and regulations and its policies; but how can I help make it effective, feeling that it is a great war weapon directed with the most sincere desire to make it effective, how can I help make it successful in every degree.

Mr. Hoover: You must appreciate that if you are to feel that way, you must have confidence in the men directing the Grain Corporation and the Food Administration. You haven't the personal acquaintance

with Mr. Hoover that some of us have. You haven't even the public acquaintance, the reputation by news and word of mouth, which he deserves. And it is because I feel that if you knew him as intimately as I have learned to know him, you would feel the same confidence in him, that I am going to speak of him with just a little personal note.

For over three months I have lived at his house and eaten breakfast at his table and dinner with him and his family and his household. He has had associated with him some fourteen or fifteen men. Some of them were Belgian Relief Commission workers exiled from Belgium by the outbreak of war, enthusiastic to serve in his new work under the chief they had served under for three years there. These men are all authorities in their line. They are experts on dietetics, on politics, on the commercial resources of these nations of Europe, and when I can say they have talked nothing that I have heard in that house except the policies of the Food Administration and their effective administration, you can realize that the matter has been threshed out with a minuteness of detail with which few subjects are approached in our American hurry.

Mr. Hoover has a wonderful mind. I have learned to respect it. I have learned to admire it. His range of subjects and his grasp of details are something marvelous. How he has comprehended the fundamentals of wheat operation, and turned from that in a moment to sugar and potatoes and fruits, and how he has held these trades in line, with admiration for his grasp of detail and of technicalities which took them years to learn, and, above all, how he has impressed them with the sincerity of a man who wants not prominence or honors or wealth, but only the sincere satisfaction of having served the public and served it well (Applause).

And Mr. Hoover is thoroughly in earnest in this war. It has been one of the curious experiences I have had to see these men who worked in the Belgian Commission, who worked in Belgium and Northern France, to see how they admire and revere the men under whom they served, a man who never says a word of approbation of any kind. He takes their whole hearted service as a matter of course, and they give it as a matter of course, and that feeling that each is giving the best that is in him: not slighting in any way any strain mental or physical, there is a frankness and honesty in the household of Mr. Hoover which is a wonder to behold.

Mr. Hoover has had a chance in three years to see the German methods, and I can tell you there is no more whole hearted American in America today, determined as he is in carrying this war to a success-

ful finish, because he believes the very life of democracy is at stake. And he will use every weapon in his power, and he will use every means to make that weapon effective, and by that I mean that he will give it the same study and care, the same consideration of its effective results as if it were a new gun or a new torpedo or some new military invention.

For instance, the Export Embargo Council was in its early days largely dominated by his ideas. The officials in Washington and the American people were not yet convinced that it was a necessary weapon or that the need existed to use it. It was Mr. Hoover's investigation that showed the American people that Denmark, feeding American grain and feed to its cattle, was able to ship 7,000 head of cattle a week into Germany. It was his investigation that showed that Norway and Sweden, exporting tons of fish into Germany, could by retaining that food at home relieve the strain on our already depleted stocks of wheat and flour. It is justly his idea that he proposes to stop the manufacturers in Scandinavia and in Holland from operating on American oil and American gasoline, and manufacturing airplane and automobile engines and other parts for German use against our boys. Every conclusion that he has expressed has been expressed after the soundest and most careful investigation and consideration of all the facts, and facts which are not generally known and which are found only by the most painstaking student.

In all the time I have been at his house I have never seen him play a game of cards or go out for a social engagement in the evening. Before breakfast, at breakfast, all day, at dinner and after dinner, he is discussing with his lieutenants some information which he needs to evolve a policy or some effective act to take along a policy already decided. He is to me the typical American, fighting every inch of the way, determined to make every weapon we have, commercial or otherwise, count in this war in which he is convinced our life is at stake.

Now, gentlemen, if you feel that is the type of man who is directing your policy, we are all servants under him, some greater and some less, can't you see we have the right to appeal to you to take in the spirit of self-sacrifice that diminution of field of activity of commercial accomplishment which you must submit to, and to take it cheerfully, carrying in your heart the thought that you are serving in America's commercial army just as surely as your boy may be serving in the military forces abroad (Applause).

It has been forced upon me by watching the operation of the last two weeks that there have grown up in the grain trade a



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great body of men, useful and necessary balance wheels under uncontrolled commercial competition, but I am afraid useless with a stabilized price, the class of men who unconsciously depended for their living wage on the fluctuating prices and the opportunity to put their experience and their judgment to profit thereby, and that with the stabilizing of the price that field is gone. It has been forced upon me against my will that that is the condition, and that a great many men in the grain handling business today must make a scantier livelihood from what wheat they can handle, and I hope from the coarse grain they can handle, to maintain their organization until that happy day comes when peace will enable us to restore this whole operation to you.

We have tried to evolve a system and a policy and a method of operation which preserved intact as near as may be every agency in the grain trade, but economic necessity knows no law, and some of you will find the field restricted, in which we cannot protect you.

Contract with Millers: I feel you have some natural resentment, perhaps, against the arrangement with the millers. I feel I can remove much of that resentment by explanation. The maximum milling profit of 25 cents and the maximum milling operating cost of 75 cents a barrel were fixed solely as maximums, and to reach those mills which were most disadvantageously placed as to size of output or as to cost of operation. They are in no sense a permission to a mill to make 25 cents a barrel, nor to charge as operating cost 75 cents a barrel. The government has assured the mills what it has assured you, with this exception, that the translation of wheat to flour is an absolutely vital process, and that the mill at least must be retained in business. They have tried to assure the mill of this, on the assurance that they shall make a fair return on the proper capital investment employed. We have devised a monthly statement of operating cost and results for these mills, which will be submitted and analyzed at Washington each month, and no mill be allowed, and no mill will ask at this time, I am sure, of public sacrifice, to make more than that fair living profit on its actual investment.

I think some of you have felt that they were offered a basis which not only preserved them in business but in profitable business and in extra-profitable business. I think this explanation should show you that they are not so assured, and that they do not expect it. And we would gladly do the same for every class of grain trade that there is if the rigid and unerring economic law did not operate otherwise.

We will gladly listen to suggestions; we will gladly meet such complaints of inequalities as reach us, but I tell you frankly that after two or three weeks' operation I can see that the field is narrowed by the stabilized price to where some of you must submit to more sacrifice than the mill itself.

It may encourage you some in approaching this great commercial experiment which I have spoken of, this experiment of whether a government with autocratic powers through law over a particular business and particular field of activity, can still preserve within itself the field for independent competitive effort—it may encourage you to believe that perhaps we can succeed when you know that what these men tell me is a fact, these men out of Germany, that in their commercial application the Germans have made every mistake which could possibly be made, that the efficiency which we have been taught existed in Germany has not operated under war conditions; that, as one of them said, all the best brains in Germany seem to be in the army. They have tried four different systems of applying food control, and failed in every one. So that I think we have a precedent that if this one fails or is altered, we can feel that at least we have made an effort in a new field, in a new way, and in a more democratic way than autocratic Germany has done. But I feel I should emphasize again in leaving this great question with you this very thing, that it is up to you.

We can make our rules and policies and enforce them, and will enforce them. We will make these rules and policies only after careful consideration, keeping in mind the whole interest of the whole people, but that after all, if the commercial interests of the grain trade, the millers and the grain handlers, the terminal elevator men, the operators and the country dealers cannot submit, cannot adjust their business and methods to these rules and regulations, so as to preserve their field within what we can allow them, that step by step we must enforce such control as to make this system effective in the end (Applause).

I hope as I say, that we can demonstrate to the whole world what has never been done by any nation yet in this war and after three years of experience, that the American people, brought up by democratic methods and in a democratic atmosphere, can also democratize their business so that we can co-operate to attain by co-operation the same rigid control of production and distribution that they had to do by edict.

I have this hope; I have a hope that you gentlemen, going back to your communi-

ties, will carry with you such conviction of the sincerity and necessity of this operation that you will be able in your own communities to smooth out these inequalities and complaints and differences, without bringing them up any further, and that you will be able to make the machine run with your own assistance and your own self-sacrifice.

I have the hope that when this war is over, when it ends successfully, as it will end successfully for us (Applause), that in that day you men, with years stretching before you, will feel that some of you will feel that—some of you, I know, have given your sons, some of you are giving the best part of your income today, all of you will have given your heart's affection, your cordial support to a government operation that has been an effective means of helping to win this war; and I hope to see the day come when in even stronger language of approval than the President expressed on learning the action of your representatives and delegates in Washington in pledging your whole hearted support to the administration—he expressed his pleasure at its being the finest instance of business patriotism he had seen. I hope the day will come, in the day of victory, when he will say that the grain trade is the very flour of America's commercial army. I thank you (Long Applause).

MR. WASHER: I desire to introduce the following resolution: that the Grain Dealers' National Ass'n, having heard the able, splendid and patriotic address of Mr. Julius C. Barnes, hereby endorse the same and pledge our unanimous and hearty support to the splendid work they have in hand.

(Seconded by Mr. Dorsey, and unanimously carried by rising vote.)

Mr. Barnes Replies to Questions.

THE PRESIDENT: Mr. Barnes says he will answer questions regarding the organization of which he is the head, such questions as may properly come up for consideration from the floor.

MR. E. H. EVANS: of Indianapolis: With No. 2 red at \$2.27 in New York, should the price to be paid by a miller or a dealer at a country point be obtained by deducting the export rate of freight and also the commission of one per cent?

THE PRICE TO BE PAID FOR WHEAT.

MR. BARNES: I am going to answer that in a rather elaborate way. Congress by this act put upon the Food Administrator the duty of taking from private control and putting into public control certain foods and necessities. That after pronouncing it necessary in the public interest to have public control, they proceeded to make it as difficult as possible to get that



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control effective. Congress refused to allow the power to name a maximum price; it refused the authority to make a fixed price; it named a minimum price for the next year's crop. Now public control of a necessity can be obtained in no way except by control of the price, and it became necessary for us to evolve a plan by which that control was obtained and made effective.

Fortunately, the act carried full authority for voluntary agreements of all kinds, and by that very authority authorized agreements which without the authority of that act would violate the Sherman Anti-Trust Law. So we approached this from the standpoint of getting a control by a control of all the buying power of the country.

The Allies readily gave us that by contract, placing in our hands the entire buying power for the Allies. We controlled the neutral buying by the Export Embargo Act, by which no export license for food or grain products is issued except with the approval of the Grain Corporation. We then approached the vast milling industry of America, and proposed to them a contract which was mutually advantageous, asking them by voluntary agreement to place in our hands the direction of their buying. When that was done we had the power to name a price, and the responsibility was upon us. So that as a solution of that the President was asked to appoint an independent commission to name what would be a proper price level, we having the power, theoretically at least, to enforce it. And the Price Commission made a price level based on the Chicago market of \$2.20 for the standard No. 1 grades.

You can see from what I say that we have no authority over the country dealer as yet. We are approaching the country dealer and the country elevator by sending out this last week a request to enter into a voluntary contract also with us, and by that voluntary contract to give us the right to bring about the retention of wheat stocks in their elevators, and to pay them storage, insurance and interest thereon at a fair rate, and to have a right to direct the shipment of that grain afterwards in any direction where the milling demand might develop. But until we exercise that right we have no authority over any grain movement except that through our voluntary agreement with the millers.

We have made a regulation, or rather an agreement mutually with the millers, that their basis of operation shall be to buy at the terminal points the grain which the Grain Corporation can give at the scale price fixed at these points, and that if they go into the country districts which depends on that point, they shall not exceed that, and they may not even do this without permission of the Grain Corporation agent, or consideration of special circumstances. They may not exceed in their purchases in the country district a price equal to the trade discount on the terminal basis price, plus a further one cent per bushel deduction.

We went just as far as we could in making the mill deduct that one cent a bushel, in order to protect the independent grain dealer at these country points not connected with a mill, that he might have an equal and fair chance somewhat to operate in the terminal parts, to make delivery at which he must allow a man from one cent a bushel to one per cent. Have I answered your question?

MR. EVANS: You have.

GOVERNMENT LEASE OF COUNTRY STORAGE.

J. M. COUCHER, Bennett's Switch, Ind.: Relative to the storage room which you have specified in these elevators under this proposed contract, suppose the man needs part of it for oats, would the government exact the use of all of his storage for wheat, and if so, what must he do with his oats?

MR. BARNES: The contract with the elevators allows the Grain Corporation to direct the retention of any wheat stocks they have at the time of such direction and any wheat which may be added to those stocks thereafter.

The question is, supposing the Grain Corporation should demand the use of his entire storage facilities, parts of which were already occupied with oats. The Grain Corporation has no idea of enforcing its contract rights to the direct loss of these grain operators, and I quite conceive that we will so study that question that long before we get Mr. Coucher's storage space that he is using for oats, we should have advised him of it. If we find storage space used for oats that is absolutely needed for wheat, we shall have to direct the sale and removal of these oats. But, frankly, I can conceive no condition developing this year which would produce that condition in Mr. Coucher's elevator.

Until we exercise our right on any of that storage, you go ahead and handle your business according to your best judgment. If we take your storage, we are obliged to pay you for that space. We will only take such space, and thereby check the movement of oats, if the movement is necessary for a more prime thing than oats, which is wheat, and in that case the oats would have to stay on the farm.

OKLAHOMA MILLS CROWDING OUT WHEAT SHIPPERS.

R. H. DRENNAN of Oklahoma City: You said the mill in a little town where I was operating an elevator would have a right to buy the wheat at a cent a bushel profit, or in other words government price for it. Do you think it possible for a local elevator to sell its wheat to the mill at one cent a bushel profit and get its money back?

The mills in our state are buying wheat at very close to the government price on account of the small receipts. That one cent profit to the elevator won't be sufficient to even take care of the federal inspection in our state, not saying anything about salaries, overhead expense and shipping loss, which always has to be borne by small country elevators. I cannot see where we can exist under that rule.

MR. BARNES: Your position is that you think the government should direct a buying basis at these country stations which would include an expressed country handling profit at the station? Well now, let us see how it works. In the Northwest the ordinary country handling profit at a station is three cents a bushel. In Mr. Drennan's section it is five, six or seven cents.

MR. DRENNAN: You didn't understand. Put it this way: suppose you and I had two country elevators, you as the miller and I as the country elevator. At the present time the mills are paying within one cent a bushel of the price for wheat established by your board. Where can I make seven cents? If they are paying the price established for it by the Government within one cent, I could make only one cent. I would have to ship it maybe to the same mill or some other mill in some locality close by. I would have to sell it at the government price. I would have to take destination weights and grades; I would have to take federal inspection of that, and I would have to pay all the overhead of my local elevator, which is at least \$125 a month, besides my general office expense and all the interest on the money in my operation. I cannot do that for one cent.

MR. BARNES: Nobody proposes you shall.

MR. DRENNAN: That is the condition in Oklahoma.

MR. BARNES: I quite conceive that the mill at the same station at which there is an elevator has always had the advantage in competition in buying at that station, but in some way you have lived in competition heretofore. The mill has always been anxious to get that extra margin owing to its location, and why should he give the advantage away now?

MR. DRENNAN: I never thought he had any advantage.

MR. BARNES: Why not?

MR. DRENNAN: I have been shipping grain from Oklahoma for 25 years. I operate a line of elevators. I have had at some stations millers my competitors for years; at other stations I did not have the millers. I made just as much money at the station where I had the miller heretofore as where I did not have. That condition did not exist before this new plan came up. It is true that the miller likes to make money just as well as Bob Drennan, and they usually make a great deal more than I do. But at this time we are practically put off the map at a great many towns in Oklahoma, and we haven't anything except wheat and a little cotton. Our corn is gone. If we have a license under the government, shouldn't we have some protection to see that the mill should not put us out of business?

MR. BARNES: I quite conceive there are sections of the country where the crop is light, and perhaps your section is one of them, where the mill has the advantage this year even more than in previous years, and that can only be adjusted by the feeling of the mills toward you, by a policy directed by them, feeling that they should let their competitor at the same station live.

I cannot see that we can make a rule that meets that condition without setting a buying margin in the country and directing the mill to preserve that margin, and I think to set a buying margin for this whole country, in view of what the customary margin is, running from three cents a bushel in the Northwest to seven and eight

in Texas and other districts, would be almost impossible for a public service body to do except after an exhaustive investigation which we have neither the time nor energy to undertake, and which I do not think the grain dealer himself wants us to do. We prefer to leave that operating margin question with the grain dealer, for he knows better the local conditions and needs and his adjustment to them, and he will approach the miller for a fair field.

MR. DORSEY: Wouldn't it be a natural consequence, in such case as Mr. Drennan is citing, where he has had his investment for a long time, that if the mill showed a disposition to put him out of business and destroy his investment, wouldn't the natural tendency be to make the mill pay the government fixed price for all of the wheat? While, on the other hand, if he worked in a friendly spirit, the mill would get his proportion of the wheat at a nice margin, and then take Mr. Drennan's wheat at the government price?

MR. BARNES: This is no time for cut-throat competition (Applause). I quite conceive that just now you come here from a field that feels in aggravated form these inequalities. Your crop has not moved freely; the milling supplies of this country and the stocks of flour and wheat were dangerously low in this country. We haven't had a chance to get under way. The movement is just commencing. You haven't had your corn crop and oats movement to help the dealers out, and they are feeling all the effects of this intense competition, which I think time will remedy to a large extent, and we still hope to get to the entire trade this field of co-operation which I have emphasized in my whole address. This is no time for competition, and to try to lay out a competitor in any field, and I hope it will gradually be developed in that way (Applause).

MR. DORSEY: I fear my suggestion was not understood. It was that I believed it would work out along this line, that the miller will see very readily that buying wheat on a reasonable margin, he would get his proportion at a less figure than he would if he was to aggravate the grain dealer, and my belief is that that condition will adjust itself.

WILL ENCOURAGE EXPORT OF SURPLUS AS FLOUR.

MR. BARNES: We have a very definite policy by which we hope to encourage the export of our surplus as flour rather than wheat.

S.-E. MILLERS DRAWING WHEAT FROM INDIANA AND OHIO.

MR. BULLITT, Louisville: A large part of the Southeastern millers are in the St. Louis territory, and their price, as they understand it, is based on the St. Louis price plus freight. At the same time there are many millers in that territory who have been accustomed to draw a large part of their supplies from Indiana, Illinois and Ohio, that is, in the Toledo or Philadelphia territory. How can they go into those territories and buy wheat, for example, based on the St. Louis price?

Wheat at the Ohio River is worth at Louisville or Cincinnati for a farther southeast miller \$2.17½, but wheat from Indiana points and Ohio points and some Illinois points, based on the freight rate to the Ohio River is worth \$2.18, \$2.19 and \$2.21, whatever it may be, based on the eastern price. Can these millers go into that territory and buy that wheat. In other words, can they today buy wheat from St. Louis that costs them \$2.17½ at the River, from Illinois it costs them \$2.18½, from Indiana it costs them \$2.19½, and from Ohio it costs them \$2.20½, provided they comply with this last regulation of applying for permission to buy their supplies where they have been accustomed to buy them, namely, in this Central States territory, and then the cost of their wheat is their average, of course, of what they pay for it, provided, of course, as business men they can sell their flour at a profit on whatever they pay for it?

MR. BARNEs: We hadn't operated very long before we found this condition, that the mills nearest their source of supply were getting pretty nearly their full quota of wheat, and those mills east or farther from the source of supply, and entitled under their normal custom to draw on those original sources of supply, were getting nothing, and it became a question whether in our judgment we should see the local mill or mills at point of origin or in a section of origin run full, and not apportion any to these mills farther away needing it, until there was produced a surplus supply; or whether we should evolve a plan which would apportion fairly the supply in the relation it bore to the total demand in each section.

So after conference with the millers we divided the country into eight milling divisions, based fairly, retaining the character of the flour which they normally produced, and then on the three-year record submitted to their milling chairman, their requirements for certain mixtures or proportions of their milling mixture outside of their home zone would be approved by him and passed along to the zone of origin, and he there would get his part of the legitimate demand on whatever movement was under way in that section.

This means that the western mill which had normally used 20 per cent of spring wheat in its mixture, getting 20 per cent of its requirements approved by its milling chairman, would have that listed in Minneapolis or the Northwestern zone, and would be entitled to have his requirements to that extent filled in the same proportion that the Minneapolis mills were getting of their total requirements, and the same way in Nebraska and so on. You can see that is the only fair and just way of apportioning the movement of certain varieties of wheat in those sections until the movement in each section exceeded the total milling demand upon it, which may or may not develop at all this year.

Mr. Bullock refers to the mills in one milling zone, the southeast, wanting wheat from another milling division just north or west of it. Their procedure is quite clear under the milling agreement furnished the millers—I don't think you grain men have a copy, and I don't think you are interested in it because we control it from the millers' standpoint. That mill must have its requirements approved by its milling chairman, and then passed on to the other zone. He must have the approval of his milling chairman, and then, if he wants to, he is entitled to go out and buy that wheat in the same division in which his mill is located at any country point where he can find his supply most advantageously, but he must not pay that country dealer closer than the freight discount under the terminal price, less than one per cent, and then the mill buying on that basis absorbs whatever freight is necessary to reach his own mill. A mill so located, drawing from different zones, will have a slightly varying cost of milling supply.

CHICKEN WHEAT.

A. L. MERIGO, Boston: Is it the intention of the Administration to make any distinction between off-grade, salvage and chicken wheat from the rules laid down applying on all milling wheat? We represent a section where we raise practically no wheat, but consume hundreds of thousands of bushels of low grade, off-grade and salvage wheat for poultry food. We are at a loss to know at the present time whether we come under the government regulations as to price fixing and licensing. Is it the intention of the Administration to forbid the use of any wheat for poultry supplies that could be used for human consumption?

MR. BARNES: We have not yet reached that position. We want to appeal to you chicken feed dealers to substitute in every way possible some other grain for wheat where you can, and then we conceive you have a legitimate field, and we will try to supply it without putting in any rule that you shall not use wheat at all for chicken feed. So far we are meeting that question day by day only and have no definite policy. Maybe we will have to evolve one before long, but so far it seems to work satisfactorily. In your own district, for instance, there may be enough low grade Canadian wheat unfit for milling to supply you.

MR. MERIGO: That has been our principal source of supply the last month and a half, the Canadian low grade wheat, which we understand is practically used up. There have been very few offers from the West. I never have seen the time when you could go on the floor in September and fail to find four or five cars of wheat, usually there are hundreds of cars of low grade off-grade wheat or screenings. Now there are practically none. Some markets tell us that it cannot be shipped, others that there is a price regulation, others that the government is fixing the price, and others that the government is charging one per cent on all sales made to us. I was notified by the Buffalo office here on a purchase of five cars of wheat from a Buffalo concern that they would invoice me one per cent of the valuation, which made it two cents a bushel, stating the government price was fixed on the price that I bought it at.

Later they explained that it wasn't fixed, but that the government had given them permission to sell it to me at that price. I couldn't understand why I should pay one per cent on my purchase from a dealer

here, I being a jobber and selling to a retailer. If that were tacked on every time it changed hands, it might amount to ten cents a bushel.

MR. BARNES: We have no authority to assess you at all. We have no agreement with you, and no power to assess you one per cent. I do hope that you and other dealers will proceed so as to relieve the strain on wheat.

WHEAT DIRECT TO MILLS.

JNO. COLLINS, Cincinnati: Is it the purpose of the Commission that when the harmonious working arrangement with the country elevators is brought about, wheat moving from these country elevator points shall go direct to the mills in the South over the gateway market?

MR. BARNES: I would answer that by saying that the whole fundamental idea of this operation is to get wheat from the grower to the mill and then to the consumer in the cheapest and most convenient manner possible, that we hope to have our contracts with the country dealers and elevators so generally accepted that when our analyses of certain sections show that all the surplus which should move from there has left—and we shall do that by weekly reports of all shipments from all railroad stations in the United States—that we shall then put into effect our option of retaining the stocks in the country elevators, and that as the mills in the different sections require supplies, it will be the duty of our agent to supply them from that point which can reach them to best advantage, taking into consideration milling-in-transits, portional and all other things.

FIXED PRICE TAKEN OFF MIXED WHEAT AND NO. 4.

MR. CAMPBELL, Toledo: Why is it that No. 2 red wheat, track Toledo, sells at \$2.19, No. 2 white at \$2.17, No. 2 red and white \$2.15, and No. 2 white and red \$2.13. Why should white wheat containing red wheat sell under red wheat containing white? We much prefer the No. 2 white and red to the No. 2 red and white.

MR. BARNES: That would be a grade of mixed wheat?

MR. CAMPBELL: Yes, No. 2 white and red selling under No. 2 red and white.

MR. BARNES: We hadn't operated very many days when we found that inconsistency apparent, and we have taken off fixed prices on mixed wheat, and have allowed it to sell in our zone markets on the judgment of our agents. We also took off the fixed price on 4's, because we found the No. 4 grade to cover too wide a variation in quality to fairly fix a fixed discount.

HOLDING WHEAT FOR LOCAL NEEDS.

C. T. BALLARD of Louisville: After the adjournment this morning I heard an Ohio miller say that no wheat would be allowed to leave Ohio for shipment to any other location until the Ohio millers had their full requirement. I would like to ask if either the milling chairman at Toledo or the grain representative covering the Ohio district at Philadelphia has any authority to inhibit the shipment of wheat from Ohio to any point where there may be a demand for it in conformity with the rules and regulations of the Grain Board?

MR. BARNES: No, there is no such authority. You can quite see that an attempt to make a theoretical balance of certain sections of supply against the demand which must fall on it is more or less dangerous. Yet that is the only method of approach to it. We are making a very exact analysis of the sources of supply in this country by sections, and of the demand which will fall upon them, and that is the reason we are approaching the elevator trade with these voluntary agreements, so that we can preserve the necessary milling reserves as near the point of origin as possible.

I conceive that we have no authority, nor has the milling chairman or our agent any authority, to say to any elevator man here or anywhere that he cannot ship his wheat in any direction he pleases. We are only trying to approach that by control of the buying market. But I do conceive that we have a right to ask a certain dealer to respect a request of ours, and I believe he will meet it in that spirit. (Applause.) I do not know of any such request at the present time.

ELEVATORS AT TERMINALS WITHOUT AGENT MUST CARRY OWN INSURANCE.

F. E. WATKINS, Cleveland: Do the voluntary agreements mailed out this week relate to storage in terminal elevators? My reason for asking is that the rate named therein contemplates storage and insurance, and does not state that the government proposes to carry its own insurance on large stocks in terminal houses.

MR. BARNES: The government proposes to carry its own fire insurance at those terminals in which they are buying and

paying for the warehouse receipts. Those are terminals only where we have our agencies. Your question relates to where there is a terminal but where we have no agency. There we do not intend to pay for warehouse receipts, and we allow a rate that will enable him to carry his own insurance.

LOSS ON STORED WHEAT.

MR. RICHTER, Cincinnati: I buy storage. In other words, I have an elevator that does its business exclusively for me, gives me storage at a fixed rate. He owns no grain; he can't own any because he hasn't the finances to do it with. The rate fixed in this agreement covering storage and insurance and interest would show a loss to the party that held the grain. Is it the intention of the Administration to fix that so that there will be no loss?

MR. BARNES: No. The rate we fixed of 1/15 cent a day, 2 cents a month, it seemed to us was high enough to allow a legitimate profit to any elevator operator. The particular instance you mention is where two operators are trying to get a profit from the carrying business, and I do not think we can provide for that.

MR. RICHTER: You are mistaken as to the fact. The fact is that the storage rate figures approximately a cent a bushel. The interest on a bushel of wheat at \$2.20 is one ten; that is two ten. Then insurance would probably run it up to two five. The owner of the elevator makes no profit. It is a small house, a 35,000 house, and the man that carries the grain at two fifty cents would make nothing. In other words, he is keeping that storage intact for the use of the government. If it came to putting a loss either on himself or on the man who was carrying the grain, he might just drop his lease and not operate. As the buyer of the grain, I am perfectly willing to put it in and let it go at any time at the cost of carrying it.

MR. BARNES: I think that comes down to the one main question as to whether 1/15 cent a day is a fair rate to cover the average case, storage, insurance and interest, in this country. We find a large number of the storage elevators of the country are fireproof, and have practically no fire insurance expense. We find most of the grain operators of the country, owing to their success and foresight of the past few years, have their own capital which they are glad to have earn six per cent, and that even the wooden country elevator lines have a method of insurance now at the rate of 1.25, I think, per year pro rata, which costs them less than a quarter of a cent a month even on \$2 wheat to carry it in the country houses, so we conceived the rate allowed would be six per cent on the average cost of country wheat. \$2, would pay insurance on the wooden houses, and even in the wooden houses would earn the owner three-fourths of a cent per month. If your house is so located or is under such peculiar conditions that it cannot comply with that rate, it becomes then a question of doing whatever you feel should be done, retiring from business, or if it becomes necessary for us to use it, we might have to make a special arrangement there.

SOON ALL ELEVATORS HANDLING GRAIN MUST HAVE LICENSE.

MR. RICHTER: Will it be necessary for the elevator to forfeit its license and carry no wheat?

MR. BARNES: No, that agreement is voluntary, and they need not execute it unless they feel the terms are fair.

MR. MERIGO, Boston: Do I understand that the Commission requires a regular report monthly or weekly on feed wheat, that is, from those elevators where the grain dealers handle nothing but feed wheat? Are they obliged to report weekly, or is it limited to those who handle grain for human consumption?

MR. BARNES: No. The proclamation is quite clear that any elevator or warehouse which handles or stores wheat must have a license, and I can say that it is the intention to broaden that in the immediate future so that any elevator handling any grain will have to have a license.

MR. RICHTER: Including corn and oats?

MR. BARNES: Yes, sir.

WHEAT FOR S-E. MILLERS.

MR. MORRIS, Lexington, Ky.: Two of us are here representing the Southeastern Millers. We have a predicament out there that we cannot handle. Cincinnati is our logical, natural and geographical wheat market to get our supplies. The wheat in the Central West moves in two directions, southeasterly and easterly. When the price in the East is attractive, we don't get it. Now Cincinnati has a price of \$2.19, which we understand was suggested by that market and approved by you. The St. Louis

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price f. o. b. the crossing is 2.174. We want the Cincinnati wheat. Our mills are shutting down, with our books full of orders, and St. Louis can't give us the wheat.

MR. BARNES: I had a telegram from him that he had 50,000 bus. of soft red that he would be glad to have somebody use.

MR. MORRIS: All right. Can we pay \$2.19 now?

MR. BARNES: At the point of origin, which in this case is Cincinnati, when his Milling division chairman approves the procedure by which he can go out of his zone for wheat, he can pay at Cincinnati the price in the terminal market Cincinnati is based on, which I understand is New York, less the freight to New York, less one cent per bushel, f. o. b. at Cincinnati.

MR. BULLOCK: If Mr. Morris wants to go to Columbus, Ohio, or to a little dealer in Ohio, and buy the wheat, he buys it on the New York price less one cent a bushel. That, as I understand it, is to protect the grain dealer his usual intermediary to the extent of one cent a bushel. Now if he goes into the Cincinnati market on the Cincinnati Exchange, he simply can't buy any wheat, if he gives that dealer one cent a bushel less than that dealer can get for it if it goes to New York. Can't he pay that dealer there enough to get the wheat?

MR. BARNES: The one cent is really for this: two men are buying wheat at a country station, one has a mill connection, and one has to ship to New York and pay one cent a bushel to market his wheat. They are both buying on the New York market less freight. That puts the two on a basis where the mill can pay no more to the farmer hauling his grain in there than his competitor who has no mill connection and has to ship to New York and pay one cent a bushel commission. That was the idea of the one cent.

MR. BULLOCK: Then really, the grain dealer at Cincinnati, his wheat is only worth the New York price less freight, less one cent?

MR. BARNES: That is it.

CINCINNATI'S HANDICAP.

MR. COLLINS, Cincinnati: The unfortunate circumstance connected with that is that here are parties close to Columbus, O., west of Columbus, who are complaining that the present rate at Cincinnati, \$2.19, is equal to only \$2.14, while farther east it is equal to \$2.14 1/4, and Cincinnati is cut off; while business moving from the West into Cincinnati on straight haul to Philadelphia, the price \$2.19 at Cincinnati is greater than the basis of Philadelphia. That is because of our geographical situation, and we are up against a bad situation there.

MR. BARNES: Yes, there are some inequalities we cannot remove. They have grown out of the tremendously complicated freight rate system; but there comes a time when, having moved the surplus out of Indiana and Ohio, we put into effect these country agreements, and create country points of storage. We ourselves go to those points and ship to the mill, and the mill pays the full equivalent of the terminal price without one cent reduction, because we ourselves have incurred an obligation for storage and interest and insurance, and we charge the mill that full price. You may have to work along with inconsistencies and inequalities a little time, but I believe these things will eventually straighten out.

MR. RICHTER: A man going into Cincinnati to buy that wheat, they wouldn't sell it to him at \$2.18, because the man that owned the grain could move it to the seaboard and get \$2.19, or a little more on the average proportional rate. We understood the mill could pay the price and pay a commission for buying it. The regulations, as they will eventually work out, there will be no surplus in any of these markets, and it will all be held in the reservoirs in the country, but in the interim would it be possible for a mill to commission a man to buy wheat for it at the basic price?

MR. BARNES: No. We found so much injustice creeping into our previous permission to the mill that we evolved this new rule to protect the grain dealer alongside of the man working with a mill.

GRAIN DEALERS CAN SELL WHEAT ANYWHERE.

U. F. CLEMONS, Marshall, Okla.: I would like to ask if I understand you rightly that the country elevator man has a right to sell and ship his wheat where he has a mind to at the present time to any one that may buy it.

MR. BARNES: Yes.

MR. CLEMONS: Have the mills throughout the country a right to buy it without requisition?

MR. BARNES: No, not if they signed our agreement, and we hope to have one hundred per cent of the mills in that agreement.

MR. CLEMONS: Does that apply everywhere in the United States? Is that true of every section of the United States today?

MR. BARNES: I hope it will be true.

MR. CLEMONS: It doesn't seem to be, for this reason: In Oklahoma the zone manager at Kansas City instructed us the 11th of this month that we must not ship any wheat except under their instructions and to people to whom they instructed us to ship it.

MR. BARNES: If he said that, he exceeded his authority. I think I made it quite clear today that we have no control except over the buying power.

You will understand we have only been in operation two weeks. We tried to evolve a clear set of rules, and then have to leave them for individual interpretation, and I think there are a few conflicts, but in a few days they will be ironed out in our system of operation.

OKLAHOMA WHEAT DEALERS AT MERCY OF MILLERS.

MR. CLEMONS: What we in Oklahoma find fault with is this: between the elevator man and the mill man, the former is left entirely at the mercy of the mill man, because at this time, when the supplies for the mills are so limited that they can't get enough wheat through their ordinary source or through the government to supply their demands, they are going out and bidding the farmers \$2 a bushel.

Take it in Northern Oklahoma, the freight rate to Kansas City is approximately ten cents a bushel, and our No. 2 wheat in Kansas City commands \$2.12 a bushel, which leaves only two cents margin. It has been shown by the best wheat handlers in our State, the most economical, best equipped elevators in our State, that it costs better than five cents a bushel, including shrinkage, to handle wheat through these houses. Consequently, the elevator man is entirely out of business. He has no protection whatever from the

government. The one cent you speak of is no protection under this condition. The Northwest wheat handler has his dockage to help him out, which we do not have. We can't buy wheat of our farmers under the dockage system; it has to be included in our margin. If we would go out on the farmers' wagons with a set of screens the inspectors use, they would kick us off of them. The only way we can handle that is to do it in the way of a margin, and as near an average as we can get at it.

MR. BARNES: I would have to answer that the same way I did Mr. Drennan, that you have a very unfortunate section this year for operation. The only way we could protect you would be to prescribe a country buying margin which the mill should not exceed, but I don't think you want us to do that.

MR. CLEMONS: Why not?

MR. BARNES: For the reason that you think a fair margin in your section is five or six cents; in the Northwest they think three cents is enough. It would be hard to prescribe a country buying margin that would not be unjust to some one, and you would be the first to suffer if we tried to prescribe a uniform handling charge.

PRICE OF 1917 WHEAT IS FIXED.

MR. ADY, of Maine: All we raise is pine trees and potatoes, and we are not enlightened on this wheat question. The price that seems prevalent here is around \$2.17, \$2.18, \$2.19. What we would like to know is, is the price really fixed on wheat? Can the farmer hold his wheat and get any more than \$2.20?

MR. BARNES: Now you have started it. We asked an independent price commission to say what, in view of all the conditions that enter into a price fixing this year, since the commercial factors that fix prices were broken, to say what was a fair basis of exchange between purchaser and consumer, and they said \$2.20 Chicago was a fair measure of exchange. They having pronounced what was a fair measure of exchange in this country, you can bet you they will never get anything more from this Grain Corporation (Applause).

Adjourned.

TUESDAY MORNING'S SESSION.

Pres. Eikenberry called the convention to order at 9:30 o'clock, and introduced Daniel Willard, pres. of the B. & O. R. R., and chairman of the Council for National Defense, who addressed the delegates on "The Need for Complete Co-operation by All Classes if the War Is to Be Won." Mr. Willard's address will be published later.

Henry L. Goemann, chairman of the com'ite on Transportation and the com'ite on Natural Shrinkage, read the reports of those com'ites. From them we take the following:

Transportation Com'ite Report.

The Transportation Com'ite begs to report that the principal subject the com'ite has had before it this past year, has been the carload minimum weights. I believe that all of the members are thoroly familiar with the minimum weights as finally adopted and put in effect thru Official Classification Number 44, and which became effective on February first, 1917.

In the Rule No. 5 which is now in effect, the loading within three feet of the roof at the side walls of the car was inserted in order to give a clean certificate of inspection on inbound roads. But as the Agricultural Department has stated that thirty inches of space would give sufficient room to properly inspect cars when the grain was leveled off and of uniform height, the com'ite felt that owing to the efforts being made by the Car Service Com'ite of the Council of National Defense to load cars as heavily as possible, that the item Twenty-five, Note Five, should be amended to read as follows:

"When a car of grain is loaded at loading point to within thirty inches of the roof at the side walls of the car and a notation to this effect is inserted on B/L by shipper, actual weight, but in no case less than 40,000 lbs. will apply—in the absence of a notation to the above effect the prescribed minimum weights subject to actual weights if in excess will apply."

The matter is now up with the Official Classification and Central Freight Ass'n,

and no doubt an early supplement may correct this note so it will read thirty inches and be in line with the views of the Agricultural Department.

The Western roads' minimum weights have always been different from those of the Eastern roads, and then too they do not carry any notation as to proper space to be left for thorough inspection. After numerous conferences, (the last one being held on Monday, Sept. 17, at Chicago), the shippers and carriers present at this conference reached a tentative agreement, subject to final confirmation, and which was as follows:

The minimum weight on wheat, corn and rye to be 4000 lbs. less than the marked capacity of the car. Cars in excess of 80,000 lbs. marked capacity to be subject to minimum weights provided for cars of 80,000 lbs. The minimum weights on Oats and Barley, and Oats and Barley mixture, to be as follows: On oats, 48,000 lbs.; on barley, 60,000 lbs.

When cars are loaded to full visible capacity (within 30 inches below the roof at the side walls of the car) and a notation to that effect is inserted on B/L by the shipper, actual weight will apply, but in no case less than the following minimum weights:

	Min. weight.	Oats.	Barley.
Cars of 2000 cubic feet or under	30,000	40,000	
Cars over 2000 cubic feet to and including 2200 cubic feet	33,000	43,000	
Cars over 2200 cubic feet to and including 2400 cubic feet	36,000	46,000	
Cars over 2400 cubic feet to and including 2600 cubic feet	40,000	50,000	

On oats and barley mixture when containing 25% or less of barley, the oat minimum; when mixture contains over 25% of barley, the barley minimum to apply.

This agreement carries with it the notation that if loaded within thirty inches below the roof at the side walls of the car, and a notation to that effect is inserted on B/L by shipper, actual weights will apply; but in no case less than the minimums named above, and which in some cases on oats are as low as 30,000 lbs.

If the above minimums and rules meet with your approval, will be glad to have you so signify through proper action here today so that I can confirm same to the Western Trunk Line Committee.

On May 1 a com'ite from the Grain Dealers National Ass'n met with the Car Service Com'ite of the American Railway Ass'n at Washington, and requested that the rule of exceptions to embargoes be modified and that this clause "Food for human consumption and feed for animals and poultry," shall be interpreted to apply on all grains as well as prepared feed and grain products, and that wheat, rye, hay and all grain and grain products be accepted as covering shipments for human or animal use. After considerable correspondence and personal conferences by your Chairman, I beg to state that I am in receipt of a letter from the Commission on Car Service of the American Railway Ass'n, Special Com'ite on National Defense, under date of Sept. 14, as follows:

"Replying to yours of Aug. 8 and with particular reference to question raised by you as Chairman of the Transportation Com'ite of the Grain Dealers National Ass'n.

"We assume that the operations of the Food Administration may have some effect upon the questions which are troubling you and which in turn may somewhat revise transportation requirements. So far as we can now see we are not in a position to state whether or not the exemption of foodstuffs from embargoes will include wheat and rye grains as well as hay and other products, this is something that will have to be worked out. It should be stated that we are undertaking to work in close cooperation with the Food Administration so far as the function of railroads is concerned.

"You have previously had and may now again have our assurance that we shall take care of the interests of your company and those you represent so far as practicable and to best of our ability.

"Possibly apology is due you for the delay in answering this communication, but matters have moved so fast with respect to the Priority Bill and Food Administration that we have been somewhat in doubt as to just what stand should properly be taken."

From the above it would seem that this question can not be pressed further as long as the War lasts, owing to the priority bill under which the carriers have to work.

Your com'ite has also had numerous requests to take action on the advance in rates under what is known as the Fifteen Percent Advanced Rate Case. In view of the fact that this organization is made up of country elevator firms and terminal market firms, and whose interests are not always identical, and it is generally the view that the grain dealer desires not so much to take up the question of any specific rate, but to keep equalized with his competitor and different sections so that the flow of business will not be changed or his outlet disturbed, therefore the rate advance does not directly interest the dealer as much as the producer and consumer. In view that it was difficult to get an opinion from the membership as a whole, thought it best not to take any action in the matter.

The com'ite has further had a good many requests that a Transportation Department be established. Referring to report of the Committee which was made at the Peoria Convention, and which report I herewith repeat,

"The com'ite has a brief report to make. The resolution passed at the Kansas City Convention last year concerning the establishment of a transportation department was referred to this committee for investigation and report as to the feasibility of such transportation department being established by the Grain Dealers National Ass'n.

"It is the unanimous opinion of the com'ite that as the interest of the various members are so diversified and conflicting, it will be manifestly impossible to reconcile the various interests, and in order to support a traffic department that is thoroly competent to handle any phase of the transportation question, and which would mean a very heavy expense and no doubt beyond the finances of the Ass'n, we therefore are opposed to the establishment of such transportation department and believe the Transportation Committee of the Ass'n can handle such questions as are of general interest to all the members, as heretofore."

In view of this adverse report and as your com'ite believes the conditions upon which this report was based are still the same, think it inadvisable to recommend

the establishment of a freight bureau in connection with the Ass'n.

I would like to call attention to the issue of Sept. 5 of Who is Who, page 54 and 55, which gives correspondence from a member of the Ass'n on the subject of the railroads' practice of settling claims for loss in transit on grain, and of calling attention to B/L conditions, and to that paragraph which says

"The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property at the place and time of shipment under this B/L, including freight charges if paid. Furthermore, that if the shipper does not desire to accept this condition of the B/L and desires that common law statutes shall be applicable, then it provides that the shipper must so notify the carrier at the time of shipment, and pay ten per cent higher rate, subject to a minimum increase of one cent per hundred pounds than rate charged for property shipped subject to all terms and conditions of the uniform B/L."

I am calling attention to this because I believe it is important to a great many shippers who are not familiar with this part of the B/L.

Report of Natural Shrinkage Com'ite.

As chairman of the Com'ite on Natural Shrinkage, beg to report that we have had no special case before the com'ite on this subject, unless the Interstate Commerce Commission case, Docket 9009, being an investigation of grain shortages and losses in transit, would come under this heading.

Your chairman attended a conference of shippers at LaSalle Hotel in Chicago on Sept. 17. Owing to the fact that this Ass'n has joined the Council of Grain Exchanges and other exchanges in a suit to test the practices of carriers as to deduction of one-fourth of one per cent on corn and one-eighth of one per cent on other grains, and this case not having been decided, thought it best not to give testimony, but simply entered appearance at the hearing for your Ass'n.

I understand the railroads will only pay claims when their records show bad order or defective equipment, and are refusing to pay claims where they have a clear record of the movement of the car. Therefore, as I understand their position, on a clear record car they make the point that it occurs either thru scale tolerance, inaccurate weights, invisible loss, wastage or natural shrinkage. Therefore, the question of natural shrinkage is bound up with these other subjects.

In the absence of any decision in the court case or this Interstate Commerce Commission hearing, no further report can be made under this heading.

C. A. Magnuson, Minneapolis: Some cars, when loaded with oats, could not possibly be made to hold more than 18,000 to 25,000 lbs. when loaded 30 inches below the roof. It wud be unjust to charge freight on 40,000 lbs.

Mr. Goemann: Perhaps, but the percentage of small cars is low. In this matter it was necessary to give and take, and the com'ite thought it best to agree to that minimum in order to get the rule we wanted. When all cars are standardized as to size and journal capacity the condition will not exist.

Mr. Magnuson: I think the Ass'n shud not approve a B/L that binds the shipper to a valuation based on the price the date the B/L is issued, as the grain may actually have been sold at a higher price.

Mr. Goemann: In accepting the report the Ass'n will not approve such a provision in the B/L.

Mr. Dorsey: I move that the reports be accepted with thanks, and filed, endorsing the Ass'n's approval of the Western Classification minimum. Carried.

Pres. Eikenberry introduced Chas. J. Brand, chief of the Buro of Markets, who spoke on "The Buro of Markets in Its Relation to the Grain Trade." He said:

The Bureau of Markets in its Relation to the Grain Trade.

The industry you represent is responsible for practically one-third of the usual food of all the people. This is always a serious responsibility, but in the crisis of a world war of the magnitude and terror of the present one, it is especially so as our responsibility is not only for ourselves, but for our allies in this great enterprise.

Never were the marketing agencies of the country more important than now. Their efficiency, economy and availability are of vital interest to the nation. The Bureau of Markets desires in modest way to be helpful in enabling them to perform their legitimate and necessary service in such manner as will most certainly meet the national need.

The lines of work of the Bureau of Markets that bear a most intimate relation to the grain trade may be described briefly by the following titles: Grain marketing and food supply investigation. Grain standardization investigations. Grain market information service. Food surveys of the United States. Investigations of foreign markets for grain. Business practice of marketing agencies. The supervision of grain inspection under the United States grain standards Act.

Grain marketing and food supply investigations. of the Bureau were undertaken as a separate activity about 18 months ago, and involve rather definite lines of work. The study of the methods of marketing grain at country points in the surplus grain States of the Middle West has been practically completed and a bulletin entitled "Marketing Grain at Country Points" (U. S. Department of Agriculture bulletin No. 558) has recently been published.

The study of terminal grain market practices undertaken in 1915 is still in progress and recently the Federal Trade Commission has entered into this work with us. It will deal exhaustively with the cost of production, manufacture and distribution of the principal grains entering into food. It also involves a comparative study of the organization of chambers of commerce and boards of trade, together with the uniformity and equity of trade rules, terminal charges, methods of weighing, inspecting and storing, factors influencing the extent of contributing territory to the outlet for each market, the functions and services rendered and charges made by brokers, commission men, track buyers, jobbers, warehousemen and other agencies in terminal markets, prices and the cause of price fluctuations, future trading in relation to hedging and speculation, the use and abuse of private wires and special crop reports, market quotations, and other phases of terminal grain marketing.

Grain standardization investigations. The corn standards published September 1, 1916, and effective December 1, 1916, have now been in effect nearly a year and have worked with relative smoothness and given general satisfaction. Although unquestionably much remains to be accomplished in the way of bringing about universal understanding and application of them, the general efficiency of corn inspection throughout the United States has been increased greatly. We believe this to be especially true with respect to "out inspections" from the terminal market.

Since your last meeting a series of important hearings has been held in a large number of cities in the country, participated in general by the trade, regarding the wheat standards which have now gone into effect for both winter and spring wheat. An investigation on these subjects will be continued with a view to changes that may be necessary from time to time to adapt the grades more accurately to the needs of the trade, to consider complaints and to devise further means of improvement in standardization.

The work on the oat grades has been practically finished and it is expected that within a few months it will be possible to make these standards available to the grade for the purpose of public hearings looking to their final promulgation.

Investigation into the sulphuring of oats, smut dust control, bulk handling of grain and other subjects has been continued. Milling and baking tests, rice investigations, and revision of methods of determining acidity in corn have also had attention during the year.

Grain Marketing Information Service. With a view to assisting in the better distribution of grain, particularly at the present time of uncertainty and the disturbed condition of the usual sources of information, the Bureau is beginning to build up an information service for the

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grain trade which we hope will develop to be of especial value. For this purpose, the country is divided into ten divisions with a headquarters office in each division. From this central office reports will be issued. The first will be a bi-weekly report giving estimates covering the following matters:

Stocks and various grains and hay in dealers' hands: The amount of these commodities that will be shipped from stations in the division during the two weeks following the date of the report; the amount that will be shipped to stations in the division during the same time; the range of prices at which different grades are being offered for sale for shipment in car-load lots at selected stations in each division on a given date; and the range of prices at which similar grades can be purchased for shipment to these stations on the same date.

A summary of the reports secured in other divisions will be included in the report of each division, and reports will be mailed on Saturday night so that the trade may receive them by the following Monday morning.

After the work is thoroly organized, we hope to issue additional reports and to put them out at more frequent intervals. It is also possible that with speculative trading discontinued in wheat and limited considerably in other grains, news agencies, exchanges and others who in the past have compiled and distributed market information may curtail their activities. The Bureau of Markets is preparing to take up the work if this occurs, in order that reliable and disinterested market news may be available at all times.

The Middle Atlantic division, comprising the States of Maryland, Delaware, West Virginia, Virginia, and North and South Carolina, has already been organized and reports are being issued. We do not expect for the present that the information released will be of as great value to the great distributing centers as to the small country dealers. The large dealer can afford to maintain a relatively perfect service of his own, but the small dealer cannot afford this expense, and in the past has had to depend almost wholly upon items in the news and trade papers regarding conditions in various sections. We have invited, and will welcome, suggestions for the perfection of this service. Similar services with respect to perishable fruits and vegetables and live stock and meats have already been developed to a high state of efficiency and have received the warmest commendations of the industries affected.

Food Surveys of the United States. In the emergency food production and food survey bill, Congress conferred upon the Department power to secure authoritative information regarding the demand, supply, ownership, location and the like of all foodstuffs.

A preliminary survey as of August 31 has been made and the data are now in the course of compilation. These included reports as to the stocks in the hands of wholesalers, manufacturers and other large distributing agencies, including elevators, mills, etc., and retail stocks, stocks on farms and stocks in the hands of consumers. No doubt, many of you have responded to the call for this information, as the sched-

ules were sent to 38,000 grain elevators, mills and wholesale dealers, and 18,000 grain, flour and feed dealers among a total of 385,000 enterprises called upon for report. Over 100,000 enterprises have failed to report. I may say that this is done at their own peril, as the law provides a fine of \$1,000, or imprisonment, or both, for failure to make return. It will be a physical impossibility to proceed against such a large number, nor is it our desire to do so, nevertheless, as we are sending out a follow-up call this week showing necessity for more and more complete returns in connection with this work, even to the extent of taking action against firms that fail to do their patriotic duty by furnishing requested information. The giving of such information to the Government can do no possible harm to the reporting concerns and will yield information of great value to the Government and to the industry in making possible wiser distribution.

As an illustration of some of the types of information we are securing, I may cite on the basis of incomplete returns the following. It was found, based on the reports from 5,975 firms having a reported capacity of 405,951,000 bushels that their total receipts were 1,010,900,000.

The seven states from which the greatest part of our exports go out, namely, Louisiana, Maine, Maryland, Massachusetts, New Jersey, New York, and Pennsylvania, report total receipts of 373,922,000 bushels, which, when subtracted from the total receipts for 1916 by all states, leaves a total of 636,988,000 bushels.

Interesting comparisons have been possible also between total capacity and total receipts of exporting states and the total capacity and total receipts of other states. For example, the exporting states already mentioned reported a total capacity of 41,939,000 bushels, and total receipts of 373,922,000 bushels, showing a turn-over of nine times their capacity. On the other hand, the non-exporting states show total receipts of 636,988,000 bushels and a total capacity of 360,011,000 bushels, indicating a turn-over of less than twice the capacity in such states.

Investigations of Foreign Markets for Grain. Plans have been in the course of development and formulation for two or three years for the investigation of foreign markets for American farm products. A representative of the Bureau spent several months in Europe, part of the time with one of the important officers of the Bureau of Foreign and Domestic Commerce of the Department of Commerce, and among other things gave special attention in England and Italy to making contracts with the importers of grain. They have been provided with information of all kinds, copies of the standards, and information with relation to them. The foreign trade has indicated particularly that the establishment of the standards will have a profound effect upon their willingness to purchase from us.

Business practice of marketing agencies. Under this project a uniform accounting system has been devised for use in country elevators. This has now been installed by approximately 1000 houses, principally in the Dakotas, Minnesota, Iowa, Illinois, Kansas and Nebraska. A total of 375 elevators was visited by our field men, and

362 report installing that system during the past year. Except as to specimen copies the Department does not furnish this system free of charge. Publishers throughout the country have taken an interest in it and have pushed its use as a business proposition. Its installation has been of great assistance in the compilation of accurate and exhaustive figures showing cost of operation which have now been compiled for about 175 elevators. These data show that the cost of operating primary grain elevators varies from 15 cents per bushel down to 9 mills per bushel. A publication on elevator costs is in the course of preparation.

In passing, I wish to say that we are assisting both independent and co-operative elevators in this work. It is our desire to render impartially a service which will make both as efficient as possible. We do believe in co-operation wherever the elements of success exist, but that does not mean that we have the slightest enmity toward independent initiative and enterprise in this field. We are trying to improve the whole industry, not any single part of it.

An Interesting Illustration of how equipment can be unwarrantably tied up was discovered at Fredericksburg, Va., by one of our men. Here a clerk engaged in another line of mercantile pursuits had set himself up in the grain, hay and feed business, I believe without even so much as an office, and had solicited consignments from large and reputable wholesale dealers. We found that he was holding as high as 24 cars on track at one time, paying demurrage on them and depriving other shippers of their use. We took immediate steps to secure their release.

Supervision of grain inspection under the United States Grain Standards Act.

To date, 704 applications for licenses to inspect corn and wheat have been received. Three hundred and twenty-five licenses to inspect wheat have been issued. The demand for inspection of grain by licensed inspectors is steadily increasing. One licensed inspector has been placed on trial to determine whether his license shall be revoked for flagrant misgrading thereunder.

To date, approximately 400 appeals have been taken to the Secretary of Agriculture through the various offices of Federal Grain Supervision. The majority of these have, of course, related to corn, as the wheat standards have become effective so recently.

The supervision of inspection has not been confined to the determination of appeals and disputes. Ten thousand, six hundred and fifty-six official samples of shelled corn have been secured and analyses made to determine their true grade in order to check up on the accuracy of inspection as carried on in various markets and inspection departments. During the period from Dec. 1 to May 30, 1917, 237,951 cars of shelled corn were inspected and graded according to the standards of the United States by licensed inspectors.

Complaints regarding the wheat grades have been made recently, particularly with reference to the dockage item, and some elements of the trade have appealed to the Food Administration asking that the enforcement of the Act be postponed un-



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der the apparent misapprehension that the Administration was in some way responsible for the grain standards Act. This, of course, is not the case, and the application of the Act could not be interrupted without specific authority of Congress. In order that any uncertainty might be removed regarding the matter, Mr. Barnes and I held a conference on last Saturday at which time it was agreed that the Grain Corporation could aid greatly in the readjustment which the establishment of uniform supervision of grading may bring to grain handlers and growers, and that all purchase of wheat over which the Corporation has control will be made according to the grades of the Official Grain Standards from 1 to 3, and that purchases below 3 will depend upon examination of actual samples of the wheat. You will recall that the food control law, in the drafting of which the Bureau of Markets took a large part, provides specifically that the guaranteed prices for 1918 shall be fixed for each of the Official Grain Standards for wheat as established under the United States grain standards Act. In view of this specific requirement of the law, the wisdom and expediency of using the standards for the 1917 purchases should be apparent to all.

The enforcement of the standards will not be suspended, but on the contrary, the Food Administration and the Department of Agriculture will co-operate in carrying out its provisions so as to obtain the most beneficial results to all concerned. The fixing of prices and the consequent elimination of competition which is able to recognize distinctions in value no matter how fine they may be has given the trade a feeling that there is something the matter. To the obvious factor has been ascribed the chief blame. It will be wise for all to remember that we are at war, that extraordinary conditions necessarily prevail, that fixed prices have a necessary element of inelasticity and that we must diagnose carefully the true source of any difficulties that may arise.

Some confusion has arisen on account of the unfamiliarity of many persons in the grain trade with the new standards. It is not unfair to say that opportunity to learn about the standards has been ample. They have been published broadcast by the Department and by all of the papers of the grain trade. Information is always available upon request, but in spite of these facts the less progressive elements of the trade have not informed themselves about the standards nor provided themselves with those simple forms of apparatus, particularly suitable sieves, that are necessary for the correct grading of wheat.

Unwarranted practices have arisen recently and have been reported to us from various sections of the country, indicating that some firms have arbitrarily assigned lower numerical grades to wheat by reason of the presence of dockage, notwithstanding the fact that dockage once having been assessed it does not properly enter into the assignment of the numerical grade. Human nature, together with the necessity of applying fixed prices, has tended to a practice of failing to recognize the value of dockage in paying for wheat. Every effort will be made to eliminate these abuses and to bring about the just application of the official standards and to establish fair dealings.

The grain corporation has requested the Bureau to assist by permitting its supervisors to inspect grain not only at terminals, but at the country mills and country buying points generally.

Unfairness in the assessment of dockage. In order to check up on the way the grades are being applied, our men have been collecting samples in the field, particularly in the spring wheat territory. These samples relate to specific transactions, concerning which we have the facts, including the names of the parties thereto. In one case a dockage of 10 per cent was assessed, whereas the sample showed an actual dockage of 5.5 per cent. In another case at some point, a dockage of 3 per cent was assessed, whereas the actual dockage was only $\frac{1}{2}$ per cent. In one South Dakota elevator, a 5 per cent dockage was assessed on grain containing only 3 per cent. These indicate a fair representation of the overassessment of dockage.

In a few cases, samples were found where the opposite was true. One particular sample, in which the dockage consisted mainly of wild oats, was assessed 11.5 per cent, whereas the actual dockage was 18.5 per cent. In this particular case the weight per bushel before cleaning was 51 pounds, and after cleaning 60 pounds per bushel.

These examples indicate both carelessness and injustice in the assessment of dockage. The Department proposes to use every endeavor to protect the official standards and to see that they are honestly and correctly applied.

In the case of hard red spring wheat at Minneapolis, out of a total of 8,016 cars graded in accordance with the Federal standards during August and the first seventeen days of September, 80 per cent graded No. 3 or better. Under the Minnesota State standards during the months of August and September, 1914, 1915 and 1916, an average of 77 per cent for the three years graded No. 3 or better. In view of the fact that the Minnesota State standards include four grades down to No. 3, having both No. 1 hard and No. 1 northern, this comparison is significant, even when we recognize that the quality of this year's crop is high.

During August at Kansas City, 2,954 cars of soft red winter velvet graded as follows:

1.....	14.6	per cent
2.....	55.2	69.8
3.....	20.5	90.3
4.....	4.4	94.7
5 and sample.....	5.3	100.

During the same month, 922 cars of soft red winter graded as follows at Chicago:

1.....	0.5	per cent
2.....	35.9	36.4
3.....	35.2	71.6
4.....	13.0	84.6
5 and sample.....	15.4	100.

In the case of hard red winter during August at Kansas City, 4,077 cars graded as follows:

1.....	16.1	per cent
2.....	53.6	69.7
3.....	19.4	89.1
4.....	5.5	94.6
5 and sample.....	5.4	100.

During the same month at Chicago, 776 cars of hard red winter graded as follows:

1.....	1.7	per cent
2.....	69.1	70.8
3.....	8.2	79.0
4.....	13.0	92.0
5.....	8.0	100.

These experiences while not determinative seem to indicate that the standards will operate fairly to producer, distributor and miller if they are applied with reasonable accuracy and honesty throughout the channels of distribution from country elevator to terminal and export markets.

If competitive bidding is eliminated and an arbitrary price fixed for each grade, the grain at the top of a grade may sell for less than its true value, while that falling at the bottom of the grade may command a price greater than its value. This condition would maintain in any commercial system of grading. If the grades in use by the various States and grain exchanges before the establishment of the Federal standards were to be employed under present conditions, much more confusion and dissatisfaction would result than we are now experiencing. Uniformity of standards, in my judgment, is absolutely essential in any system of grading. This is especially true when a system of price fixing based upon grades is involved.

The Department feels, therefore, that any criticism of the present standards should be in the form of constructive suggestions embodying definite recommendations from the trade as a whole, rather than in the form of promiscuous complaints regarding technicalities made by individuals frequently in an unfriendly spirit. In order that the results desired by the producer, the grain trade and the Department be attained, the complete co-operation of the grade is urgently requested, not only in the application of the grain standards and in bringing to the attention of the Department any constructive suggestions for their improvement, but in all of the grain marketing activities of the Bureau which I have attempted to outline for you this morning.

Pres. Eikenberry: Any questions asked Mr. Brand can only concern general policies and not details of the operation of the Grain Standards.

H. B. Dorsey: I desire to ask Mr. Brand whether Federal Supervisors will be permitted to grade grain at country points.

Mr. Brand: The matter has not been decided, but I have had a conference with Mr. Barnes on the subject and I think we will do that work as a measure of co-operation with the Food Administration.

A vote of thanks was extended to Mr. Brand for his careful explanation of the working of the Buro, and because of the practical manner in which he had dealt with all subjects affecting the trade, the motion was made to refer to him as "one of us."

Other matters on the program for Tuesday morning were passed as the time had come for the dealers to board the train for Niagara Falls.



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The Banquet.

Alighting from the special that had brought them from Niagara Falls, the men of the convention were taken onto trolley cars for the ride to the Elmwood Music Hall where the banquet was held; while the ladies were escorted to the Hotel Statler for a dinner at which they were entertained by the ladies of the Buffalo Corn Exchange. The dinner for the ladies was followed by a theater party at Shea's Hippodrome.

The Music Hall had been artistically decorated for the men's banquet with a pleasing color scheme in which the Stars and Stripes and wild flowers predominated. The immense building was well filled and during the serving of the courses a large orchestra and other entertainers furnished numbers of exceptional interest.

The Guido Chorus Singers, composed entirely of men, rendered some excellent chorus numbers; the solos by Miss Wava Osborne, "The Ohio Nightingale," were so pleasing as to call for encore after encore; the orchestral selections met with hearty approval; and the Classic and Modern dances by Natalia and Ferrari earned the approval of every guest. Gene Green, from Shea's Theatre, appeared on the stage as a well dressed man about town to sing some catchy songs, and then while the diners watched he made the few necessary mysterious movements that metamorphosed himself into a black-face comedian. It was done before the eyes of all, but few knew how it came about.

The 7 course dinner was fully up to the high standard which Buffalo had set for herself in the other entertainment features.

Chas. Kennedy, agt. of the Grain Corporation at Buffalo, acted as toastmaster, and introduced the one and only speaker of the evening, Sir George E. Foster, Minister of Trade and Commerce of the Dominion of Canada. Sir George delivered a forceful address full of interest to the dealers. He said:

Address By Sir Geo. Foster.

In bringing to the grain dealers of the United States a message of good will, co-operation and union from the Dominion of Canada I feel that I can speak as one of you, for I am some grain handler myself. A mere fringe of the grain producing belt of Canada will produce approximately 230,000,000 bus. of wheat this year; and when that fringe has been extended to include the whole of the available area our production will be vast.

Canadian Grain Control: For something like 7 or 8 years the Dominion Government has controlled the grain trade, all scales being under supervision, and the weighing, inspection and storage of grain being under the control of my dept'. All of this has worked to the complete satisfaction of the whole country.

In grain control, as in all other war activities, my country and your country must work hand in hand. For instance, we cannot afford to fix the price of wheat at less or more than you fix it. We must go forward together lest we go forward not at all.

Canada waited for no call, command or entreaty when war began, but sprang at once to arms in defense of the world's liberty and justified her right of descent from the stock from which she sprang. Some of us have been impatient at the failure of your country to enter the conflict at some time during the earlier portion of the war, but we recognize that you took the wisest course and that you became a participant at the opportune moment. It has enabled you to go in on the right basis and at the time when your vast strength will be most effective.

Perhaps in 6 months, perhaps in 12, when millions of men from the United States occupy the trenches across France and strike the blows which will crush autocracy for all time, the war weariness will have settled on both sides of the fighting line and the hour of victory will sound

because of your fresh man power on that long line, which for 3 years has saved the world from the soulless, conscienceless domination of the Teuton.

The cloud which now hangs over the world has a bright lining. The trouble with the world is ignorance, lack of information and lack of communication between the people of different nations. This war is bringing the populations of the world together, and we are all coming to know each other better and to desire to do more for the good of our fellowmen. Selfishness is passing and the businesses of the world are being revolutionized. After the war they will not be carried on in the same planes as in the past. Neither labor or capital will be what they were before the war.

A different method of distributing the products of the world is being adopted, based upon the idea that the interests of the whole people must be considered above the interests of any individual or group of individuals. A spirit of mutual brotherhood is abroad and the outcome of it all will be to make another such war impossible.

The same enlightenment which is bring-

ing so much of the world together in the battle for liberty will cause the people of all nations to insist upon a fairer system of operation in the future. In the labor world today we see woman coming into a new knowledge of her ability and capacity and it is not possible to believe that she will be content to return to the old status.

In the trenches of Europe duke and peasant, laborer and lord have fought together, died together and gone side by side into the same dust. There was much talk before the war of a decadent aristocracy in England but that talk is no longer heard. Mere trappings count no more and we will think of the man hereafter and not of the trappings.

Canada and the United States are following a range of close co-operation and they must continue to do so to a successful end (and there can be no other end (Applause).

At the conclusion of Sir George's speech the colors of the 74th infantry were trooped, while Miss Wava Osborne sang The Star Spangled Banner, with the dealers joining in the chorus.

WEDNESDAY MORNING'S SESSION.

Pres. Eikenberry announced, immediately upon calling the convention to order at 9:30 o'clock, that 30 minutes would be devoted to the discussion of the effect of Food Control measures on the dealers' business, each one being invited to give his understanding of the matter.

An exchange of views on matters which had previously been brought up at the convention followed.

The printed program called for an address by Hon. J. P. Goodrich, Governor of Indiana, as the first number for Wednesday morning, but the serious illness of Governor Goodrich made it impossible for him to be present.

Pres. Eikenberry read a telegram announcing that Governor Goodrich, though still very low, was improving and would in all probability recover.

Earl C. Bear, Hicksville, O.—I move that we extend to Governor Goodrich our sorrow at his inability to attend, our sympathy for him in his illness, and our hope for his speedy recovery. Carried.

Pres. Eikenberry: I appoint Earl C. Bear, pres. of the Ohio Ass'n; J. S. Hazelrigg, pres. of the Indiana Ass'n; and J. H. McCune, pres. of the Illinois Ass'n, to prepare and send the telegram.

The report of the Com'ite on Arbitration Appeals was read by Sec'y Quinn, in the absence of Chairman J. J. Stream. It was ordered received and filed.

The report of Arbitration Com'ite No. 1 was read by Earl C. Bear for Chairman U. J. Sinclair of Ashland, Ill., and the report of Arbitration Com'ite No. 2 was presented by Elmer Hutchinson, chairman, Arlington, Ind. The reports follow:

Report of Arbitration Committee No. 1.

During the year eleven cases have come into the hands of the Com'ite, eight of which have been considered and an opinion or award agreed upon without dissent. The Com'ite is now considering the other three cases and hope to dispose of them in the near future.

The cases considered by the Com'ite covered a large range; both as to the amounts of money and principles involved. Some have been quite important while others, we regret to say, were of no particular importance.

In writing the decisions in each case we have made an effort to state the circumstances covering the main points of the controversy, in order that the trade in general might have the benefit of the opinion of the Com'ite as a precedent. This affords an opportunity for general criticism, which we think should be given.

We suggest that it might be well to open a column in our official organ where all the trade might feel free to discuss and criticise the published opinions of the arbitration com'ites.

During these unsettled times new conditions are constantly arising. Therefore it is more important than ever before that all grain dealers use the greatest care in making of initial trades and then see that proper confirmations are passed. More trouble and controversies are caused by the carelessness of dealers who do not insist upon written confirmations than any other one thing.

It is surprising to find that dealers generally are seemingly so ignorant of the trade rules. We suggest that printed copies of the rules be scattered broadcast among the trade. Every effort should be made, in a general campaign of education, to make the dealers better acquainted with the rules, and thus help to bring about better business methods. If this could be done the work of arbitration would be considerably lessened.

Members should remember that the arbitration com'ites work without pay and therefore they should not be burdened with trivial controversies.

In conclusion we wish to repeat the two most important points which we have tried to emphasize, namely: (1) dealers should be most careful as to confirmations covering their trades and (2) the trade generally should become thoroughly acquainted with every detail of the Trade Rules. We wish to take this opportunity to thank our most efficient secretary for his assistance in our work.

Report of Arbitration Com'ite

No. 2.

This com'ite has handled during the current convention year 22 cases, the amounts of the claims ranging from less than \$25 to something over \$5,000, and the litigants representing nineteen different states, from Florida and Texas on the South to Minnesota, on the North, and from Washington in the West to New Jersey in the East, and for the most part the nature of the claims are such that might arise in the usual course of business and a very few being the result of the unusual conditions, and wide fluctuations of the markets prevailing since the beginning of the world war.

Your com'ite has held four meetings during the year and given a great deal of time and study to the various cases that we have had before us and from our experiences during the year we have found the need of some additions to our trade rules, these we have referred to the Trade Rules Com'ite for their consideration.

We would also wish to impress upon each and every member of this Association the need of a complete understanding of our Trade Rules, and we feel that if every member would familiarize himself with these Trade Rules, that the work of the Arbitration Com'ites would be materially lessened.

In conclusion, we would suggest, that inasmuch as the findings and decisions of the Arbitration Com'ites are published fully in the different issues of "Who is Who" and sent regularly to all members of the Ass'n, and for the further reason

that the time given for the reports of these committees is so valuable and so badly needed in the constructive, and instructive work of the Ass'n, that the custom of making these reports be abandoned.

Inasmuch as the Com'ite on Telephone and Telegraph Service had been able to do practically nothing during the year, on account of the unsettled conditions, no formal report was made by that com'ite.

The report of the Trade Rules Com'ite was read by C. D. Sturtevant, chairman, of Omaha, Neb. He said:

Report of Trade Rules Com'ite.

One year ago in Buffalo you instructed this Com'ite to co-operate with the Uniform Rules Com'ite of the Council of Grain Exchanges in the matter of uniform trade rules, and in accordance with these instructions it was our intention to present for your approval at this meeting a definite program for further action in this direction, including specific rules, which in the opinion of this Committee, might serve as a basis for uniformity.

This was our intention prior to the declaration of war with Germany—since that time the attention of the trade in general and of the governing bodies of boards of trade and grain exchanges in particular has been so largely occupied with matters relating to the food administration—matters which are so vital to the trade—that we do not feel that we should at this time try to divert attention to the question of uniform trade rules.

This Com'ite, after consulting with the Advisory Com'ite, therefore recommends that the new Trade Rules Com'ite be instructed to continue the work relative to uniform trade rules for another year and to report at the next convention. We recommend further that the Trade Rules Com'ite for the ensuing year consist of ten members instead of five and that it include in its membership as many representatives from different terminal markets as possible, also one representative from the Advisory Com'ite.

All letters of inquiry relative to the application and interpretation of trade rules are referred by the Secretary to the Chairman of this Com'ite for reply, and it has been a great pleasure to me during the past year to answer these letters to the best of my ability. I desire, however, to call the attention of members to the fact that these opinions are not in any way authoritative or binding upon the Ass'n, and the Arbitration Com'ite might well take an opposite view of any question presented and as their opinion would be expressed in the form of a verdict requiring payment in current funds, too much reliance should not be placed on ex parte opinions expressed by the chairman of this Committee.

When Mr. Sturtevant had finished the report of the com'ite he took up several matters that had been referred to the com'ite for action, and which the com'ite desired to bring to the attention of the Ass'n. The first of these related to a proposed new rule, No. 37, dealing with the manner of confirming a purchase and sale made thru a broker.

The com'ite recommended the adoption of a rule which would require that the buyer and seller, immediately upon receipt of the broker's notification that a trade had been made, send to each other written confirmation of it setting forth the various specifications. If either principal failed to send a confirmation to the other the rule makes it obligatory upon him to accept the other's understanding of the trade, according to the written confirmation. The broker, in no case, to have authority to bind either party beyond the instructions he had received.

This proposed rule brought forth a great amount of discussion, but met with final adoption.

A proposed new rule requiring the shipper to affix to the B/L an affidavit of weight, another defining the time of shipment; an amendment to rule 10, relating to sample grain, and requiring that on a contract for a given grade of grain that grade must be furnished; and one

defining the effective date on an exchange B/L were all tabled.

The report of the Com'ite on Trade Rules was adopted after the elimination of the recommendation that the com'ite be increased from 5 to 10 members.

H. I. Baldwin, Decatur, Ill.: I move that the Trade Rules Com'ite be instructed to formulate a uniform purchase and sale contract for the use of members of the Ass'n.

T. G. Moore, Ft. Worth, Tex.: The Ass'n already has a uniform contract, and if we devise another it will not be used because each of us will still follow his own pet idea.

Motion tabled.

Pres. Eikenberry introduced Dr. J. W. T. Duvel, Crop Technologist in charge of grain standardization, U. S. Dept't of Agriculture. Dr. Duvel spoke on "The Government Standards of Wheat," saying:

The Government Standards for Wheat.

The Federal standards for wheat have been in effect for only a few weeks. But even with this limited experience in the application of the standards you have apparently encountered some difficulties. It is evident, however, that some of the complaints against the standards may be attributed to the fixed discounts now applicable, and would not have arisen under normal conditions of a competitive market. I make this statement, not as a criticism of the discounts as established between grades, because I believe them eminently fair.

Discounts.—There will be shipments under the present standards where the discounts may seem excessive and these will likewise be shipments where the discounts of three cents for Number Two and six cents for Number Three will not be sufficient to cover the difference in the intrinsic value of the grain as compared with the basis of Number One. This would likewise apply under any standards applicable to commercial practices, wartime or no war-time.

To throw further light on this point, let us consider for a moment the range in prices that existed under the old system of grading. During the first half of September, 1916, the average daily spread at Minneapolis between Number One Hard Spring and Number One Northern Spring was $2\frac{1}{4}$ cents per bushel or 1.3 per cent, whereas a discount of 3 cents per bushel on a \$2.20 basis is equivalent to 1.4 per cent. During the same period, the average daily spread between Number One Hard Spring and Number Two Northern Spring was 6 cents per bushel or 3.6 per cent, whereas a spread of 6 cents between Number One and Number Three on a \$2.20 basis is equivalent to only 2.7 per cent.

My purpose in discussing this point is to call attention to the fact that the present discounts, when expressed in cents per bushel, are a little higher than those to which many of you have been accustomed and for that reason there has been a tendency in some quarters to feel that the grades are at fault. But when the discounts are considered on a percentage basis, they are found to be very conservative, and it is already evident that with the sacrifices made by the grain interests of the country in pledging to "turn the dark clouds inside out, till the boys come home," will do much to master many of these perplexing problems.

The main purpose of my being here this morning, however, is not to talk to you on prices, which have only an indirect bearing on the application of the wheat standards, but to discuss with you some of the factors upon which the grades are based. From what I have been able to learn during the past two days at this convention, I am convinced that the difficulties are not nearly so great as many of you believe.

The main factors taken into consideration in these standards are (a) test weight per bushel, (b) moisture content, (c) mixtures of wheats of other classes, (d) damaged kernels, such as sprouted, frosted, heat damaged, etc., (e) inseparable foreign material, (f) dockage, and (g) smut.

Test Weight.—A discussion of the test weight scarcely seems necessary as this is a factor long since recognized in the grading of wheat. Even this simple test, however, is subject to variations of as much as two pounds, depending on how it

is made. The test weight, as specified in the standards is based on filling the kettle through a funnel held at a uniform height of two inches above the top of the kettle, and not by dipping into the grain as is so frequently the case. Likewise the test weight should be made on a sample of the wheat after the dockage has been removed, if the grain is to receive its true grade. This is especially true of samples containing light chaffy material. For example, a sample of spring wheat recently secured at a farmer's elevator in South Dakota showed a test weight of 56 pounds in the dirt but after removing the dockage (three per cent) showed a test weight of 57 $\frac{1}{2}$ pounds, well within the minimum for Number Two Northern Spring.

Moisture Content.—During the hearings on the wheat standards, the limits as to water content were discussed from almost every possible angle. The data on which the limits were fixed, based on results secured over a period of six years, showed that 75.3 per cent of the samples of Soft Red Winter did not contain in excess of 13 per cent water, the limit for the first two grades. During the months of July and August, 1917, under the new standards, inspections of Soft Red Winter wheat at Chicago, St. Louis and Kansas City showed 82.2 per cent with a water content not in excess of 13 per cent, and 94.6 not in excess of 14 per cent. St. Louis showed 76.3 per cent dry enough for Number Two, and only 7 per cent showing a moisture content in excess of 14 per cent. The Hard Red Winter wheats show even a higher percentage with not to exceed 13 per cent of water, the average for the three markets being 91 per cent.

Mixtures of Other Wheats.—In this respect the grades in some instances may seem tight, and undoubtedly are. It is not believed, however, that it will be a handicap to either the producer or dealer after once thoroughly understood. A provision of this kind is likewise essential if we are ever to develop pure strains of wheat, and if the practice of mixing one class of wheat with another whenever it is profitable is to be controlled. An aggravated example of this condition exists today in the mixtures of Hard Red Spring wheat with Durum, and of Durum with Hard Red Spring. In the standards as established for Hard Red Spring the grade of Number One may contain not to exceed 1 per cent of Durum wheat, 2 per cent in Number Two, 3 per cent in Number Three, 5 per cent in each of Number Four and Number Five, and a possibility of 10 per cent in sample grade. Mixtures in excess of 10 per cent result in a grade of Mixed wheat.

Let us look at conditions as we find them on the farms. Seed wheat secured from 189 farms, 87 in North Dakota, 100 in South Dakota, and 2 in Colorado, in the spring of 1917 showed 53.4 per cent of the Hard Red Spring wheat being used for seed contained no Durum and that 91.5 per cent did not contain in excess of 1 per cent Durum. Counts in 258 fields in 1916 showed 96.5 per cent of fields practically free from Durum, with an average of all fields of only three-tenths of one per cent. It would therefore appear that the limits as established are sufficiently liberal. When we examine the situation with reference to Durum wheat, the conditions are found just the reverse.

It is difficult to find a field of Durum wheat not containing a mixture of Common Spring wheats. During the seeding of the 1917 crop, 315 samples of so-called Durum seed were secured in North Dakota, South Dakota, Nebraska, Colorado, and Kansas. Six per cent of the total contained no other wheats, while 33 per cent contained mixtures of 10 per cent or more, I mention this in particular because our data prior to the fixing of the standards showed a high percentage (approximately 10 per cent) of Hard Red Spring wheat in Durum as found growing in fields and as delivered at country elevators. The argument was strongly advanced that this was volunteer Durum wheat. Yielding to that argument in connection with the high price of seed, the limits fixed in the standards admit of 10 per cent of Hard Red Spring wheat in all grades, the subclasses Amber Durum and Durum except that grades Number One shall not exceed 2 per cent.

The data during the past season, however, strongly indicates that the presence of Hard Red Spring wheat in Durum Wheat is due almost solely to the use of mixed seed. If the limits are left at 10 per cent, there would be no necessity for improvement, and it is clearly evident that if improvement is to come in the purity of our Durum wheat, it must be

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through a tightening of the standards in respect to the mixtures of spring wheat whenever normal conditions obtain.

Rye in Wheat.—It will be impossible to undertake a discussion of all of the inseparable impurities. Rye, however, is such an important one and in many respects so similar to the Durum-Spring wheat mixtures, and so widely distributed, as to deserve special mention. The standards, all classes and subclasses, after removal of dockage, admit of a possible maximum of $\frac{1}{2}$ per cent in Grade One, one per cent in Number Two, two per cent in Number Three, four per cent in Number Four, and six per cent in Number Five.

Some complaints have been received because the Number Two grades are not permitted to carry as much as 6 per cent of rye. There are a few very important reasons. Experimental milling and baking tests have demonstrated that an admixture of 2 per cent of rye shows in the bread. As a general rule, rye is cheaper than wheat, making mixing profitable, and if it is profitable someone, somewhere, is practically certain to try it. Rye is in wheat mainly at the seeding time. In a few instances such as existed in Kansas and Nebraska during the past winter, much of the wheat having been killed and the rye surviving the winter, the percentage of rye present will be considerably increased.

Under normal conditions, however, the percentage of rye in wheat is extremely small and there is no sound reason why a large number of farmers should sell high grade grain on a debased standard permitting 6 per cent of rye in a Number Two grade, to protect the man, be he grower or shipper, who exercises no care in the selection of his seed or in the handling, storing and cleaning of his wheat. In Soft Red Winter wheat 96.9 per cent would not exceed 1 per cent of rye; Hard Red Winter 92.8 per cent; Hard Red Spring 98.2 per cent, under normal conditions.

Dockage.—The idea seems to prevail in some sections that dockage is to be determined by the use of every screen or combination of screens mentioned in connection with the grades. This, however, is not the case. Many samples contain considerable quantities of small weed seeds, sand and other similar material. A sample of this kind should be screened with the sieve having the small round perforations. The small broken pieces of kernels passing through the sieve is classed as dockage. The sieve with triangular perforations, commonly called a buckwheat sieve, is primarily to take out wild buckwheat or other triangular seeds. This sieve will pass more broken wheat than the sieve with the small round holes and the screenings should be put over the sieve the second time to recover as much of the cracked wheat as possible. The chess sieve is apparently the source of most difficulty, that is, where the sieves are being used at all. Only a comparatively small percentage of wheat contains any chess, except possibly a few scattered grains. Unless the chess seed is exceptionally large, the fine chess sieve with slotted openings, .064" by $\frac{1}{8}$ ", should be used. If cracked wheat in considerable quantities passes through the sieve, rescreen the screenings and return that part remaining on the sieve to the sample. It may be necessary to repeat this operation. The sample will contain some chess at the end of the test and the dockage will likewise contain some cracked wheat. Generally these two will offset each other.

It is apparent that the determination of dockage has in some instances been too severe. It was expected when the standards were established that some difficulties would arise, and that it would take some time to get everyone to place the same interpretation upon them.

A brief analysis of the dockage assessments at some of the points, I believe, will give you a better understanding as to what is being done and just how serious a problem this is. In Kansas City, 6,553 cars of Hard Red Winter Wheat for July and August with 40 per cent showing no dockage, 78 per cent not over $\frac{1}{4}$ of one per cent, and 92.6 per cent not over one per cent, with only 2 per cent of the cars showing a dockage in excess of 2 per cent.

In Chicago, the results are essentially the same, 92.4 within one per cent dockage assessment. Toledo likewise essentially the same for Soft Red Winter during the month of August, where more than half of the cars showed no dockage.

It is too early, of course, to say what the results will be, but if inspections to date are any criterion, they will certainly

be satisfactory for more grain is going into the higher grades in most markets than in former years.

The convention adjourned at 12:25 for luncheon, to reconvene at 1:30.

Wednesday Afternoon Session.

Pres. Eikenberry called the convention to order, and asked for the report of the Com'ite on Uniform Grades. The following report was read by F. E. Watkins, chairman, Cleveland, O.:

Report of Uniform Grades Com'ite.

Your com'ite has held no formal meetings during the past year. The most important matter for its consideration was the form of the Government wheat grades, President Eikenberry feeling that this com'ite should ascertain and present to the representatives of the Department of Agriculture the opinions and wishes of the members of the National Ass'n regarding the proposed grades.

Each member of the com'ite was solicited to express his views and the views of other members in his vicinity. The trade at large was solicited through the columns of "Who Is Who" to give expression to their opinions in writing to the com'ite. Most of those expressing any decided views were of the milling fraternity, and their suggestions were in line with those presented by the Millers' National Federation, which was well represented at all hearings held by the Government representatives. Armed with such replies as were received, the chairman of the com'ite attended the hearing at Chicago on February 23rd and 24th, at which hearing Pres. Eikenberry and Sec'y Quinn also appeared to present the needs of the grain dealers as occasion offered.

Some of the members, and especially those from Toledo, expressed the opinion and offered evidence to show that the proposed moisture test on No. 2 red winter wheat should be raised from 13% to at least 14% and in the opinion of some to 14 $\frac{1}{2}$ % if any considerable proportion of the Ohio and Indiana crops should be expected to grade contract in average years. The data collected by the Department of Agriculture did not seem to bear out this contention and, as you are aware, the original moisture tests appeared in the final grades.

In the case of smutty wheat, two methods of determining the grade were supported by practically an equal number attending the hearing, and in the final grades the use of either method was permitted.

Since the grades have been in operation the question of dockage has given the trade some trouble. This question is largely a matter of weight rather than grade, in its final analysis, and in most markets seems to find its answer in returns and commissions being based on net weights, the dockage going free to the purchaser, who removes it as a part of the compensation for the cleaning operation.

We are advised that some change has been made by the Department in the size of the dockage screen, growing out of the fact that wheat cleaned and free from dockage would break up to such an extent in loading, in the long drop through spouts from scales to car as to show a sufficient percentage of dockage on the "out" inspection to cause a loss to the elevator based on the average profit in handling.

Probably other minor changes in the wheat grades will appear necessary from time to time. Moreover, it is obvious that the grain trade will manifest much interest in the new oats grades when they are issued by the Government for preliminary hearings, and with that fact in view, it would be the recommendation of this com'ite that a similar com'ite be continued by the Ass'n to collect data and tabulate the recommendations and opinions of the members of this Association as related to these grades, effective and proposed.

Announcement was made that an opportunity would be given for a discussion of the new wheat grades, and Dr. J. W. T. Duvel offered to answer the questions of the dealers on the subject.

Chas. B. Riley, Sec'y Indiana Grain Dealers Ass'n: The disposition of the dockage should be worked out. At present there is no uniform method. I believe in the dockage principle, but it is difficult of application at present. Many country elevators are not equipped to

handle wheat properly under the dockage system. I recommend that the terminal markets establish a uniform method for making settlement for the dockage. Dockage which is of value should not be absorbed by the market without compensation.

We have another phase of the grading to contend with in Indiana, as we believe the minimum limit of moisture allowed in No. 2 wheat is too low for us. Because of the very nature of her soil and climatic conditions Indiana must always produce a wheat that is relatively high in moisture content, but we believe it is as good for milling purposes as any other. We think the limit should be not less than 14%. This will in no wise interfere with the states which produce a drier wheat, but it will benefit us.

Dr. Duvel: I assure you we will give this matter attention, and if we find that you are right and we are wrong we are ready to modify the rules. It must be remembered, however, that the rules can not be amended within less than 90 days, so that it will not be possible to do it in time for the present crop. In the beginning we wanted to make a rule to require 30 days notice of changes, but the trade wanted it to be placed at 1 year. We compromised on 90 days, and of course that must stand.

Mr. Rickert, Memphis, Tenn.: If I ship a car of wheat to a market which has a rule stating that no dockage will be allowed, and the car shows 2% dockage, must I allow the dockage?

Dr. Duvel: There is nothing in the Act saying what shall be done with dockage.

Mr. Rickert: I think the man who gets the dockage should pay for it at a fair price.

Dr. Duvel: Why not clean the grain, at the shipper's expense, and sell the dockage for his account. I see no reason why that can not be done.

Geo. A. Wells, Sec'y Western Grain Dealers Ass'n: Is it not the object of the grades to penalize the producer for having dirt and other foreign matter in his grain? If it is paid for all along the line there will be no object to take it out, and such action will thereby defeat the idea of the rules.

Dr. Duvel: To be sure we desire the grain to move from the thresher and from the farms in cleaner condition. Specially equipped threshing machines which the dep't has recently used in the Pacific Northwest to make tests have removed as much as 8% of smut from wheat. That is, there was a difference of 8% in the quantity of smut present when the special device was operating, and when it was not in use.

Much better cleaning can be done by the thresher, and the country elevator can help. The farmer can do his part by using better seed.

Sec'y Wells: The farmer, the dealer, or whoever takes out the dockage should have it in payment for his service.

Elmer Hutchinson, Arlington, Ind.: I am a country shipper. We can't always get the thresher to clean the wheat properly. I separate it at my elevator and I have never had any trouble to sell the dockage. I am now selling some at retail at \$40 per ton. My farmers are beginning to cut the rye out of their fields, to use better and cleaner seed, and otherwise to solve the problem at its foundation. I think it will work out to the benefit of farmer, dealer and all.

R. H. Drennan, Oklahoma City: Oklahoma is most fortunate. We have no

weeds in our wheat. I know I am safe in saying there was not a weedy field of wheat in Oklahoma this year. It happened, however, that the threshing season was very dry and much of the grain was cracked. The mills use the cracked grains, but they deduct it from the weight as dockage and we get no pay for it.

Dr. Duvel: The rule defining dockage states, among other things, that broken kernels of wheat that are necessarily removed in separating that foreign material shall be classed as dockage. If there is no foreign material in the wheat in the first place there is no necessity for passing it over the sieves and no broken pieces of wheat kernels will be necessarily removed. In other words, if there is no foreign material there is no dockage, cracked kernels or no cracked kernels.

Geo. P. Bissel, Central City, Neb.: Country elevators should screen the grain and figure out the dockage. They can then pay the farmer a higher price per bushel for the cleaned grain. This is the time when the practice should be generally adopted.

C. A. Magnuson, Minneapolis: To many of you the dockage is quite a new thing, but we have long had it in the Northwest and we believe it is the only rational method. It is much easier to figure the deduction of the dockage from the weight than it is to make a correct deduction for it from the base price.

John Collins, Cincinnati, O.: I find that many dealers remove the dockage and return it to the farmer.

I desire to ask what remedy we have when a federal supervisor refuses to entertain an appeal from the action of an inspector in grading grain shipped in intrastate commerce.

Dr. Duvel: I shall ask Mr. Livingston to answer that question, as he handles the appeals.

Mr. Livingston: We are without authority to entertain an appeal on intrastate shipments, but we hope soon to have an agreement with the Food Administration to handle such appeals on purchases by the Food Corporation.

Mr. Collins: Is the supervisor forbidden by the law to go to a car, get a sample, and inspect it; even tho he handle the same sample if it is received by him thru the mail?

Mr. Livingston: My previous answer would apply to this also.

T. G. Moore, Ft. Worth: How is it that the Dep't can do this for the Food Administration, but is forbidden to do it for others?

Mr. Livingston: We can do it for the Food Administration under the power conferred on the President to use any agency of the government in carrying out the terms of the Food Control Law. This is not based on any consideration of interstate matters at all, whereas the Grain Standards Act relates only to interstate commerce.

Mr. Collins: As this agreement, if it is made, will automatically cease at the end of the war, I move that this matter be referred to the Legislative Com'ite, in order that if possible we may have some working arrangement for the after-war period. Motion carried.

Sec'y Riley, Indiana: I suggest that the Ass'n attempt to bring about the adoption of uniform methods for handling dockage in all markets.

Chairmen W. S. Washer, Atchison, Kan., Membership Com'ite; M. D. Benzaquin, Boston, Mass., Com'ite on De-

murrage; C. C. Flanley, Sioux City, Ia., Com'ite on Crop Reports; and S. L. Rice, Metamora, O., Hay & Grain Joint Com'ite, owing to the abnormal conditions existing had no reports to make.

Pres. Eikenberry presented prizes to the winners in the Booster contest, J. L. Nessly, Memphis, Tenn., winner of the first prize, receiving a diamond scarf pin and a similar prize going to second Vice-Pres. John D. Baker of Jacksonville, Fla., who finished second in the race, while J. R. Murrell, Jr., of Cedar Rapids, Ia., and E. W. Crouch of McGregor, Tex., each received a pair of cuff links.

The report of the Com'ite on Resolutions was read by Chairman H. N. Sager of Chicago and the following resolutions were adopted:

Resolutions.

LOYALTY TO GOVERNMENT; FOOD CONTROL.

Whereas, The United States of America is engaged in the most momentous war of all time; and

Whereas, The Government has as a war measure undertaken temporarily to control and direct the purchase, sale and distribution of all the wheat in this country during the period of the war, thus calling upon the members of this association and of the Grain Trade generally to make great sacrifices for the public welfare; and

Whereas, The system of marketing the grain crops heretofore in operation in this country is the result of the experience and best thought of several generations of grain merchants and is believed by us to be the best and most satisfactory system yet devised for the economical distribution of grain from producer to consumer; and

Whereas, This system should be as nearly as possible preserved intact during the period of the war in order that it may resume its useful functions unimpaired after the war; and,

Whereas, In order to retain the present machinery of the grain trade for future useful service it is necessary that reasonable remuneration be allowed to the country grain shippers, the terminal grain buyers, and the grain Commission Merchants. Therefore, be it,

Resolved, That the Grain Dealers National Ass'n in convention assembled hereby pledges to our Country in this hour of national peril our loyal, patriotic and devoted service and will ever subordinate all other interests to our Country's welfare;

Resolved, That this ass'n co-operate to the fullest extent possible with the Food Administration Grain Corporation in all proper control and direction of the grain trade and the distribution of grain supplies:

Resolved, That this ass'n urges upon the Food Administration Grain Corporation the importance of retaining unimpaired the system of grain distribution heretofore in operation and with that object in view recommends to the Government the necessity of allowing to the various branches of the grain trade reasonable and necessary remuneration for services performed.

Resolved, That this association call upon the Federal Government and the Food Administration to, at the end of the war, entirely disassociate themselves from food control and to return to the people the grain business as nearly as possible in the same condition as it was before the war.

Resolved, That this association respectfully urges upon the Food Administrator and the Food Administration Grain Corporation the importance and the wisdom of freely and frequently consulting with the active representative Grain Dealers from the various branches of the Trade concerning the methods to be employed and the policies now in effect and hereafter to be adopted in connection with Food Administration as it relates to the grain trade;

Resolved, That a committee of this association be appointed representative of the various branches of the grain trade to confer with the Food Administration from time to time and that this association requests for this committee the privilege of being called into frequent conference by the Food Administration Grain Corporation to consider the plans and policies in force and to be adopted.

Resolved, That a copy of these resolutions be forwarded to Mr. Herbert C. Hoover, Food Administrator, and to Mr. Julius H. Barnes, President of the Food Administration Grain Corporation.

CLEAN B/L LAW.

Whereas, The Grain Dealers National Ass'n together with other Commercial bodies were instrumental in securing the passage of what is known as the Pomerene Bill of Lading Law by Congress which was designed to enable the shipper to secure a clean bill of lading unincumbered by "shippers load and count," "shippers weights" or other uncertain terms, and Whereas, The carriers have undertaken to avoid such direct liability by technicalities, claiming that the law provides that shippers shall install and maintain "adequate facilities for weighing," and claiming that there are no adequate facilities for weighing grain except track scales, and are now seeking to secure or obtain an order or ruling from the Interstate Commerce Commission exempting them from the payment of claims for loss of grain in transit unless weighed on track scales or unless leakage is shown at destination. Therefore be it

Resolved by the Grain Dealers National Ass'n that we protest against any ruling or order by the Interstate Commerce Commission which would in any way seek to relieve the carriers of any just or legal liability or in any way abridge the common law rights of shippers, be it further

Resolved, That we urge Congress at the earliest possible moment to amend the law so as to guarantee to the shipper a clean bill of lading and protect the shippers against the attempts of carriers to defeat the purposes of this law by efforts to take advantage of technicalities.

TRANSPORTATION.

Whereas, The Transportation facilities of this country which, prior to the war were taxed to their capacity, may, under the unusual and unexpected conditions confronting the carriers, prove entirely inadequate for the increasing demands upon the service notwithstanding the co-operation of railroad management, and

Whereas, heretofore from time to time there have been considered numerous schemes for the development and improvement of inland waterways many of which altho meritorious, yet because of their character are costly and slow of accomplishment therefore it becomes imperative that provision be made for present and future requirements for local transportation whereby the movement of food stuffs from the farm to natural markets may be prompt and economical and also the distribution of the products of manufacture be made without unreasonable delay: Therefore, be it

Resolved, That the Grain Dealers National Ass'n favors the improvement and extension of the public highways of this country, thereby meeting an urgent transportation necessity and relieving the overtaxed railroads of such purely local traffic as may interfere with other important business and avoid many serious losses imposed upon transportation and business interests caused by delay in its handling.

THANKS.

Whereas, Our many friends in the city of Buffalo have with gracious courtesy and warm hearted hospitality contributed so greatly to the pleasure and profit of this the twenty-first annual meeting of the Grain Dealers National Assn, therefore, be it

Resolved, First—That we tender the thanks of this Association to the Mayor, the Press and the hotels of this city for courtesies extended.

Second—That we shall always retain grateful remembrances of the splendid efforts of the Buffalo Corn Exchange and Chamber of Commerce and their various entertainment committees which have contributed so much to the successful meeting of this association and the pleasure of the occasion.

Third—That we especially desire to extend our cordial thanks to the ladies of Buffalo for their tireless and successful efforts in behalf of the visiting ladies of the association. The entertainment provided was magnificent and universally appreciated.

Respectfully submitted on behalf of the Committee on Resolutions.

Hiram N. Sager, A. L. Scott, Charles England, Marshall Hall, H. B. Dorsey.

Loading of Cars.

In view of the condition existing in transportation due to the war, and to comply with the requests of the Car Service Com'ite of the American Railway Ass'n of National Defense for shippers to cooperate and load all cars to capacity, especially when loaded with oats. Therefore, be it

Resolved, that all shippers of grain be requested to sell large cars of grain, load

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and ship cars to as full capacity as possible and not take advantage of the minimum weights that are in effect, but only use such minimum weights when it is necessary to protect the carrying condition of the grain and to secure a clean certificate of inspection.

A telegram read by Pres. Eikenberry and signed by Lee G. Metcalf, Illiopolis, Ill., stated that Mrs. Metcalf, altho very ill, joined with him in thanking the Ass'n for its expression of sympathy.

The report of the auditing com'ite was read by Chairman Murrel and it was received and placed on file.

H. N. Sager, of Chicago, paid a tribute to the memory of the late J. C. F. Merrill, sec'y of the Chicago Board of Trade, and offered a resolution instructing the Sec'y to communicate with the bereaved family, extending the sympathy of the Ass'n to them in their sorrow.

H. B. Dorsey asked that the resolution be amended to include the setting aside of a page of the Ass'n's records as a tribute to Mr. Merrill, the resolution to be endorsed on that page.

Sec'y E. D. Bigelow of the Kansas City Board of Trade also spoke in high praise of his friend Mr. Merrill, and the resolution was adopted, the vote being taken by the members standing with bowed heads.

Upon recommendation of the Com'ite on Nominations the following officers were elected: Pres., E. C. Eikenberry; 1st Vice-Pres., T. G. Moore, Fort Worth, Tex.; 2nd Vice-Pres., John D. Baker, Jacksonville, Fla.; Directors: P. P. Donahue, Milwaukee, Wis.; James Simpson, New York City; Wm. M. Richardson, Philadelphia, Pa.; Wm. Dalrymple, Minneapolis; Geo. A. Aylsworth, Kansas City, Mo.; J. H. Bussee, Athens, Ga.; J. S. Waterman, New Orleans, La.; A. S. McDonald, Boston, Mass.; W. W. Pollock, Mexico, Mo.; and C. D. Sturtevant, Omaha, Neb.

In thanking the Ass'n for the honor which had been shown him in re-electing him to the presidency, E. C. Eikenberry said that he could say no more than that he would do his best thruout the year, as he had done in the past, hoping that the experience he had gained during the year which had gone might enable him to achieve a greater success for the Ass'n in the year just beginning.

The convention adjourned *sine die*.

Convention Notes.

Sec'y Pond—busy, hustling Fred—did not go to bed himself, but he saw that none of the dealers had to sleep on the floor.

THE THEATER PARTY: The delegates and their ladies were entertained at vaudeville in Shea's Hippodrome Monday evening.

Every Buffalo dealer was on hand all the time. No visitor stayed up late enough at night, or got up early enough in the morning, to find a moment when a Buffalo man was not on the job.

Entertainment? The man who made the dictionary never had and never will have a proper conception of the meaning of the word unless he was in attendance at the convention.

The invasion of Canada was peaceful, even tho it was in full force, and the business-like appearance of the Canadian soldiers guarding every bridge and important building would deter a much more blood-thirsty army than that from Buffalo.

The department of grain supervision of the Dep't of Agriculture was represented by G. L. Livingston, E. G. Boer-

ner, C. A. Russell and W. J. O'Loughlin. They had samples of wheat and dockage sieves in order to illustrate the methods for determining dockage.

Buffalo was resolved that no visitor should fail to understand every detail of the arrangements. A megaphone with a man at the business end was very much in evidence all the time, and if one listened while he talked it was only necessary to follow instructions to arrive on time.

The Buffalo Corn Exchange must stand in with Buffalo's official weather man! If it be that an individual member of the Exchange was delegated to look after that portion of the arrangements he should make his identity known to the other cities of the country, and practice the profession to the exclusion of all other activities. The weather was ideal thruout the convention.

Buffalo did not fail to think of the ladies when the plans for entertainment were being made; nor did the ladies fail to come to the convention. Buffalo ladies took charge of their visitors and it was never necessary for them to sit in idleness while the business sessions were being held. Between automobile rides, dinners, theater parties, receptions, the boat ride and the trip to Niagara the time was wholly occupied.

THE LADIES' AUTO RIDE: The ladies were given an automobile ride Monday, starting at 10 o'clock. The most attractive residence portions of the city and the beautiful parks and drives were visited, and stops were made at the Albright Art Gallery and the rooms of the Historical Society. Luncheon was served at the Buffalo Automobile Club, about 19 miles from the city, and the ladies were returned to the wharf in time to take part in the boat ride.

As the army of dealers was marching to the station to board the train for Niagara Falls the attention of every one was attracted by a terrific crash, the sound of which seemed to come from the heavens. The marchers had hardly been able to ask astonished questions of neighbors before the first crash was followed by another and another. Then silence reigned for a few moments. The whirring sound which became audible was quickly located and all eyes were directed aloft, necks were craned and arms were brandished in astonishment and surprise as the watchers beheld their first raid by war aeroplanes. To be sure, the bombs that were dropped were quite harmless, showering out only bits of white paper; and the explosions themselves were set off from mortars on the tall buildings, but as the four flyers from the Curtiss factory dipped and circled above the city, performing the same evolutions that an actual raid would call for, it was sufficiently thrilling to keep the visitors on the keen edge of excitement.

THE BOAT RIDE: Immediately after adjournment of the afternoon session on Monday the men were taken to the wharf at the foot of Commercial Avenue, to which place the ladies had been escorted after their automobile ride of the day. All boarded the steamer "Americana" and a sightseeing tour of Buffalo harbor was begun. The boat passed many of the elevators and other plants that are located along the river and canal, affording an excellent opportunity for all to view this interesting portion of the city's industrial facilities. The life saving drill by a crew from the United States Coast Guard Station interested the guests; the

exhibition by a fire boat was spectacular; but the event to which all had looked forward, and which was watched by every person on board the boat, was the exhibition by two Curtiss flying boats. These passed the steamer several times, flying above and on either side, and twice a flyer alighted and made a new start quite near the vessel. Few, even among those who have become accustomed to the sight of an aeroplane, had seen the work of the type of machine which might be called the Mallard of the plane family, inasmuch as it is able to float upon the surface of the water as does the duck, and to launch itself into the air when to fly seems more desirable.

Automobile parties included H. E. Elgert, of J. A. Manger & Co., Baltimore, who drove from that city with Mrs. Elgert and their two daughters, Maurine and Thelma; W. E. and E. R. Harris and Mrs. W. E. Harris and Miss Ada Oliphant, from Baltimore; G. A. Hax of G. A. Hax & Co., Baltimore, who motored thru with Mrs. Hax and their son, W. B. F. Hax; E. A. Grubbs of E. A. Grubbs & Co., Greenville, O., who was accompanied by Mrs. Grubbs; and Earl M. Davis of the Sawers Grain Co., who drove thru with Frank Jones of Ridgefarm, Ill.; M. A. Current, Danville, Ill., and Fay R. Current of Homer, Ill. All reported a pleasant trip and no complaint of bad roads was heard. In addition to the personally conducted parties already mentioned, Seth Catlin, chief inspector of the Boston Chamber of Commerce, was in charge of a special car in which the following Boston men made the trip: C. A. Rache, E. I. Merrigold, W. E. Smith, M. D. Benzaquin, Seth Catlin, Jr., Frank Coles, G. E. Meech, L. G. Smith, J. F. Hammers, Fred A. Lamb, W. B. Adie, H. J. Murdock, H. Cook, H. A. Weeks, A. W. Goodnow, C. W. Williams, L. A. Purdy, E. F. Clapham, C. O'Leary, R. Taft, Fred Cressy and J. W. Jordan.

Souvenirs included a war map of Europe by the Bert A. Boyd Grain Co. of Indianapolis, and Bert also pinned upon each visitor a button which bore a number, and which contained the offer of a box of candy to any lady who would locate a person holding the duplicate of her number, while for similarly finding a duplicate of his number any man was offered a box of cigars; colored feathers which stuck where they struck and thus reminded all who might read that Willis E. Shelden is located at Jackson, Mich.; pencils by J. W. Smith & Co., Pittsburgh, Pa., and the Brouse-Skidmore Grain Co., of Cincinnati, and cartridge pencils by the White Grain Co., Duluth, Minn.; a neat metal match box with the embossed advertisement of the Doorty-Ellsworth Co., Buffalo; a splendid combination paper weight and mirror by the Monarch Engineering Co., Buffalo, and presenting a picture of the Concrete Central Elvtr. which was built at Buffalo by that company; an illustrated book, presented to each visitor with the compliments of the Buffalo Corn Exchange at the time of registration, and giving a profusely illustrated description of the city of Buffalo and the Niagara frontier; a letter opener by the Chippewa Feed & Grain Co., Buffalo; and Dan Joseph of the Dan Joseph Co., Columbus, Ga., distributed to the ladies a necklace of Georgia Diamonds, and to the men a Georgia Diamond scarf pin. A Georgia Diamond, it may be said for the benefit of the uninitiated, is more often called by the more plebian name of Velvet Bean, a feed which is daily gaining in popularity.

The Trip to Niagara Falls.

A special train of 15 coaches conveyed the dealers and their ladies to the New York Central station at Niagara Falls, and waiting trolley cars were boarded for the trip around the Falls, the Gorge and the whirlpool.

Crossing the new steel arch bridge which spans the Niagara river below the falls and connects the American and Canadian side, the cars went to the end of the line, stopping for some time when directly opposite the famous Horseshoe Falls, on the Canadian side. Returning to a point near the bridge, the visitors alighted and posed for a cirkut photograph, with the American and Canadian falls in the background. Photograph is reproduced herewith. The outbound route was on Canadian soil, and the river was re-crossed on the Queenstown-Lewiston suspension bridge, the return being made along the wild waters at the bottom of the Gorge. A stop was made at the Whirlpool.

Thousands of men have attempted to describe Niagara; and an equal number of thousands have made signal failures. It is not possible for one to gain an accurate idea of the awe-inspiring grandeur, the wondrous beauty, and the colossal immensity of this work of Nature except one see it, and, seeing, give full play to the thoughts which will spring up within.

This portion of the whole scheme of entertainment was conducted with an efficiency and smoothness which speaks well for the ability, untiring energy and whole hearted hospitality of the members of the Buffalo Corn Exchange. Of course it would not be possible for another city to show the convention Niagara Falls; and it would be equally impossible for any other city to exercise more careful attention in executing plans for such remarkable entertainment as Buffalo gave the visiting dealers and their ladies.

Meeting of Chief Grain Inspectors.

The annual meeting of the Chief Grain Inspectors Ass'n was held during the convention and the following officers were re-elected for the ensuing year: Pres., E. H. Culver, Toledo; Vice-pres., S. D. Thomas, Baltimore, Md.; Sec'y, F. B. Tompkins, Peoria.

The sec'y was instructed to call the meetings of the Ass'n for 9 o'clock on the morning of the first day of the annual meeting of the National Ass'n hereafter, and so to notify the members in advance. This action was taken in order to prevent the recurrence of a mistake like that of this year, when many of the inspectors did not arrive in Buffalo until the second day. Inspectors present at the meeting included: A. A. Breed, Milwaukee; Geo. S. Colby, New Orleans; E. H. Culver, Toledo; Seth Catlin, Boston; John O. Foering, Philadelphia; E. R. Gardner, Memphis; J. E. Heniken, Cleveland; S. A. Holder, Indianapolis; William S. Powell, Cairo; Geo. B. Powell, Omaha; G. B. Ross, Kansas City, Kan.; S. D. Thomas, Baltimore; F. B. Tompkins, Peoria; Walter E. Schmidt, Chicago; and Sam Smith, former supervising inspector at Chicago.

THE ENGLISH food controller has issued an order forbidding the retail sale of wheat, rye, oats or barley otherwise than by weight.

Kansas Dealers at Topeka.

At the invitation of the Topeka Board of Trade nearly seventy-five grain dealers and millers of Kansas and nearby states gathered in Topeka on Tuesday, Sept. 11. The main object of the meeting was to give the dealers and millers a clearer understanding of the Food Administration Law.

H. D. Yoder, president of the Topeka Board of Trade, welcomed the visitors and in a short talk told of the effects the new government ruling would have on the grain trade and allied industries. He expressed a wish that all dealers, as a matter of patriotism, support the administration during the present crisis.

J. C. Mohler, Sec'y of the Kansas State Board of Agriculture: I believe Kansas this fall will sow as much wheat as last, if not more. I also believe the Kansas farmers are pretty well satisfied with \$2.00 wheat. The recent government ruling has induced farmers to sow more acreage to wheat. Regardless of this ruling I believe you men can continue your business as usual. We can and must trust the government to do the right thing.

Mr. Yoder: Mr. Mohler, please explain what the railroads have done to cooperate with farmers in getting seed wheat.

Mr. Mohler: They have done nothing. In this I do not include the Santa Fe. This road has been very liberal, having offered to loan \$250,000 to farmers along its line. Fortunately, however, these farmers did not need the loan. It was our intention to raise a seed wheat fund of \$2,000,000; \$80,000 was all we got. It may interest you to know that many states did not raise enough wheat for seed.

W. H. Ross, Kansas State Grain Inspector: We are all aware that the inspection of grain is more important now than ever before. Under the new Federal grades it seems almost impossible to get a uniform system of grading, and you will never get it until you get your shippers to load more uniformly, as it is almost impossible to get a uniform sample from some of the cars. I have been censured quite severely for adopting the government rules for inspection. Many petitions have been sent to the governor to have me disregard the government rules.

Farmers, this year, will be more careful in selecting seed wheat, and I believe it would be to the advantage of all you men to assist the farmers in getting good seed wheat.

F. A. Derby, Topeka: Mr. Ross, why is there so much difference in the two Kansas City inspection departments?

Mr. Ross: Because men differ in opinion and some men like to be liberal, more liberal to some than to others. The men in our department are trained to be fair and square; to grade the grain as it really is regardless of who it belongs to.

At this point much discussion was had on inspection. Mr. Ross readily answering all questions put to him. It was not long, however, until the discussion turned to the Food Administration Law.

E. J. Smiley, Sec'y Kansas Grain Dealers Ass'n, asked C. V. Topping of the Southwestern Millers' League to explain the advantages the mills have over the country elevator under the new government ruling.

Mr. Topping: There is too much for any one man to know about the rules and regulations, they change so rapidly. The millers have no advantage over you

grain dealers. We are regulated just the same as you are. We are held right down to brass tacks. We regret very much that these regulations have placed a middleman between the grain dealers and millers. I think you as grain dealers would prefer to deal direct with the mills. I believe the commission men are practically out of the business at the present time. There is no place for them. The mills are not now permitted to buy from you grain men.

After much discussion between Mr. Smiley, Mr. Topping and T. L. Daniels, Sec'y Kansas Farmers' Grain Dealers Ass'n, the meeting adjourned to convene at 6:30 for the banquet at the Elks Club.

A number of dealers who could not be present for the afternoon session were on hand for the banquet. Covers were laid for 100. President Yoder acted as toastmaster. The speaker of the evening was the "silver tongued orator," from Atchison, W. S. Washer. Mr. Washer made a very stirring patriotic address which was heartily received.

Short talks were made by C. V. Topping, E. Bossemeyer, Superior, Nebr.; W. A. Blair, Atchison; J. F. Baldwin, Topeka; F. D. Sperry, Ellsworth; Mayor Jay E. House of Topeka and A. Freeman of Ernst-Davis & Co., Kansas City.

The exceptional vaudeville entertainment was much enjoyed. To wind up a busy and interesting day the visitors were taken to a local theatre.

A number of the out of town dealers and millers stayed over for the following day, making a tour of the city in autos, inspecting the elevators and mills of Topeka. This tour included a trip through the Santa Fe shops.

Kansas dealers present included D. J. Razlaff, Chase; L. G. Mausolf, Albert; A. L. Ayres, Wichita; R. M. Shepherd, White City; H. G. Moberly, Smith Center; N. L. Johnson, Norton; G. A. Flaming, Inman; T. J. Byrnes, St. Marys; J. O. Ross, Wamego; Geo. B. Harper, Silver Lake; F. M. Lydrick, Liberal; T. F. Hogan, Junction City; C. Grams and M. L. Taylor, Perry; F. D. Becker, Logan; C. H. Blanke and C. L. Weekes, Atchison; E. M. Fitzgerald, Meriden; F. W. Beverly, Burlingame; C. L. Parker, Sabetha; M. F. Fritts, Easton; S. R. Dillinger, Bennington; G. E. Marchel, Overbrook; D. W. Becker, Meriden; H. R. Howell, Marietta; D. S. Coleman, Oneida; F. M. Miller, Osage City; J. W. Machin, Wamego; H. A. Dodderidge, Overbrook; J. M. Black, Lebo; O. W. Wassner, Concordia; R. W. Dockstader, Beloit; V. P. Campbell and W. A. Applegate, Clay Center; A. B. Magnuson, Lindsborg; C. T. Park, Miltonvale; J. T. Hutchings, Collyer; P. S. Andres, Alta Vista; W. S. Gabel, Beloit; C. W. Isow, Lebanon.

Ralph Butler came down from Hepburn, Nebr., and G. B. Rosenberry from Marysville, Mo.

MILLS of less than 100 barrels daily capacity, if they have not signed the agreement, have not the privilege of calling on the Grain Corporation for wheat, but must buy where they can, but are not restricted as to the price or territory.

THE POSITION on the Pacific Coast has been upset to some extent by the arrival of 90,000 barrels of Australian flour, and the possibility of an additional 60,000 now on the way. Australian flour is being offered at between \$8 and \$9 per barrel and all domestic requirements can be more than fulfilled at the present rate of output.—Food Administration.

Grain Trade News

ARKANSAS

Ft. Smith, Ark.—A 50,000-bu. elvtr. will be operated in connection with the plant, which the D. & D. Flour & Grain Co. took over from the Ft. Smith Roller Mills. The plant is being overhauled and up-to-date equipment installed.

Little Rock, Ark.—The Red Star Products Co., of Wichita, Kan., dealers in grain and grain products, has filed papers to enter this state. John Agar will be representative for the company, which has set aside \$3,000 of its capital stock to do business in Arkansas.

Little Rock, Ark.—The capital stock of the Cunningham Commission Co. has been increased from \$30,000 to \$100,000. The elvtr. and mill will be enlarged and improved at a cost of between \$25,000 and \$30,000. A 500-bbl. plant, for meal and grits, will be erected.

CALIFORNIA

Susanville, Cal.—The Lessen Grain & Mfg. Co. has practically completed its new plant.

Colusa, Cal.—Irving D. Hicok has bot the interest of L. L. Hicok in the grain firm of Hicok Bros.

Hanford, Cal.—Hummel & Clute have bot the grain warehouse and feed business of High & Payton.

Sacramento, Cal.—Two large warehouses will be erected by the Southern Pacific Co. to handle grain, beans and rice.—K.

Los Angeles, Cal.—Frank S. Coates, formerly with the Sperry Flour Co., Fresno, has been elected pres. of the Los Angeles Grain Exchange.

Stockton, Cal.—Fire broke out Sept. 6 in the dust collector on the top floor of the elvtr. of the Sperry Mills. The blaze was extinguished before any damage was done.

CANADA

Edmonton, Alta.—The Progressive Farmers Grain Elvtr. Co. will build 2 elvtrs. this year.

Holden, Alta.—The Security Elvtr. Co. is rebuilding its elvtr., which burned several months ago.

Gravelbourg, Sask.—The Farmers Elvtr. Co., Ltd., has been incorporated, with a capital stock of \$20,000.

Camrose, Sask.—The United Farmers Co-operative Elvtr. Co. is remodeling the Pioneer Elvtr., which it recently took over.

Carmangay, Alta.—Three elvtrs. are in course of construction at this station, which is on the Aldersyde branch of the Canadian Pacific. The Howe Grain Co. is building one of the houses and one is being erected to replace the elvtr., which burned June 30.

Ft. William, Ont.—The first trading per sample on this market was transacted Sept. 10. A car was sold by Davidson & Smith from Blackburn & Mills, at \$2.23 for No. 1 Northern wheat. N. M. Patterson & Co. also sold a car on sample to the Lakeport Elvtr. Co.

Youngstown, Alta.—William Sydney McDonald, agt. of the Planet Elvtr. Co., has been arrested on 10 charges arising out of discovery of grain shortage in his elvtr. When the shortage was found this spring, McDonald, while unable to explain it, protested that he had done no wrong. The bonding company, after 3 months' work, has secured evidence against him.

Ft. William, Ont.—Sample markets were inaugurated at Ft. William and Winnipeg on the first of September. The Government, however, has not provided any order points on account of the transportation difficulties caused by lack of men and the transportation companies' inability to secure material and equipment for extending their plants. While the present sample market trading is not all that could be desired by those interested therein, it is a good start, and we think that eventually it can be made a success.—C. Birkett, sec'y Ft. William & Port Arthur Grain Exchange.

WINNIPEG LETTER

The Erie Grain Co., Ltd., has been incorporated, with a capital stock of \$40,000.

The Grain Exchange recently elected the following officers and council for the 1917-18 term: W. R. Bawlf, pres.; F. J. Anderson, vice-pres.; Dr. Robert Magill, sec'y.; T. J. Irving, ass't sec'y.; Council: C. Tilt, J. C. Gage, James Stewart, George Fisher, David Horn, W. A. Matheson, J. G. Richardson, H. E. Sellers, R. R. Dobell, Sidney T. Smith and D. Morrison.

COLORADO

Buckingham, Colo.—The Farmers Elvtr. Co. is building an elvtr.

Burlington, Colo.—Hugh Baker is re-building his elvtr., enlarging the capacity.

Ft. Collins, Colo.—Herbert Chase and Carl K. Rupp, of Cedaredge, will build a bean elvtr.

Limon, Colo.—The Equity Elvtr. Co. has practically completed its bean and grain elvtr. and sheds.

Ft. Morgan, Colo.—The Farmers Co-operative Grain & Supply Co. has doubled the capacity of its elvtr.

Boulder, Colo.—The Boulder Mfg. & Elvtr. Co. has built a new power plant at a cost of several thousand dollars.

Gowanda, Colo.—An 8,000-bu. elvtr. is being erected by our company at this station.—Longmont Farmers Mfg. & Elvtr. Co., Longmont.

Las Animas, Colo.—The Trinidad Bean & Elvtr. Co., of Trinidad, is building a bean elvtr., which will be ready for the bean movement.

Johnston, Colo.—We are building an 8,000-bu. elvtr. at this point.—J. R. Forsythe, general mgr., Longmont Farmers Mfg. & Elvtr. Co., Longmont.

Fredericktown, Colo.—We have an 8,000-bu. elvtr. under construction at this point.—J. R. Forsythe, general mgr., Longmont Farmers Mfg. & Elvtr. Co., Longmont.

Oak Creek, Colo.—I operate warehouses, of 25 carloads capacity, and do a wholesale business in grain, provisions and hay.—Samuel M. Bell, successor to Oak Creek Feed & Trading Co.

Hugo, Colo.—Work is progressing on the 16,000-bu. elvtr., which we are building on the Kansas Div. U. P. R. R. The crop here is mixed, mostly feed, corn and beans.—Theo. G. Fick Grain Co.

Delta, Colo.—Work is progressing on the 65,000-bu. concrete elvtr. of the Mesa Mill & Elvtr. Co. and it will be well enough along to handle this year's grain crop, altho the finishing work will not be done. The warehouse will be 30x40 ft. and the tanks 12 ft. in diameter and 56 ft. high from the grading. Failure to receive cement is delaying the work.

Hayden, Colo.—The Co-operative Elvtr. Co. has leased a site and let contract for an 11,000-bu. iron clad elvtr. to the White Star Co., to be completed about Nov. 1. A 2-car concrete potato cellar will be constructed.

Nunn, Colo.—The Farmers Elvtr. Co. has let contract for the first unit of its concrete elvtr. Work has been started on the building, which will be 30x60 ft., with full basement. It will be completed about Nov. 1 at a cost of \$4,915, without the machinery.

DENVER LETTER

Walter Scott, formerly of Ft. Worth, Tex., is now with the Western Grain Co. here.

An addition will be erected to the plant of the Colorado Mfg. & Elvtr. Co., to cost \$4,000.

John McDonald, a clerk in the employ of the Longmont Farmers Mfg. & Elvtr. Co., disappeared Sept. 1 with \$33 in cash belonging to the company, it is claimed.

O. M. Kellogg, of the O. M. Kellogg Grain Co., which recently opened an office in the Cooper Bldg., has been admitted to membership in the Grain Exchange Ass'n.

IDAHO

Hazleton, Ida.—The Barlow-Classon Co. has completed its new 30,000-bu. elvtr.

Coeur d'Alene, Ida.—G. O. Dart is pres. and mgr., H. Witherspoon is vice-pres. and H. P. Glindeman sec'y-treas. of our company.—Coeur d'Alene Grain & Mfg. Co., Ltd.

Shelley, Ida.—We have completed a 40,000-bu. elvtr. and 200-bbl. mill, on the Oregon Short Line R. R. The plant will be equipped with machinery manufactured by the Wolfe Co.—Shelley Mercantile Co.

Meridian, Ida.—Necessary improvements have been made and grain is being received at the 32,000-bu. elvtr. which the Nampa Mfg. & Elvtr. Co., of Nampa, recently took over from the Meridian Mill & Elvtr. Co. M. M. Davidson is in charge.

Rigby, Ida.—The regular grain dealers at this place are the Western Mfg. & Elvtr. Co. operating a 30,000-bu. elvtr. and our company, which operates a 10,500-bu. elvtr. and 60-bbl. mill. C. A. Smith, Jr., is pres. and treas., C. A. Smith vice-pres. and Lawrence Bybee sec'y and mgr.—Rigby Flour Mills Co.

Rupert, Ida.—We have no elvtrs. at any point and operate at Rupert only, where we have a warehouse, 30x65x12 ft., with one grain bin. We have a 25-bbl. mill in this building and turn out 2 kinds of flour. Our investment is about \$15,000, but up to the present time we have not incorporated. The information regarding our establishment operating elvtrs. in Idaho in the List of Rocky Mountain Grain Dealers is incorrect.—Rupert Seed & Mfg. Co.

ILLINOIS

Crescent City, Ill.—Wm. Wheeler has bot an elvtr. here.

Glenarm, Ill.—F. E. Barbee & Co. will erect an up-to-date elvtr.

Oreana, Ill.—The Oreana Grain Co. will install a Boss Air Blast Car Loader.

Piper City, Ill.—The Montelius Grain Co. is erecting a new brick building.

Leroy, Ill.—W. A. & A. J. Walters have bot the elvtr. of the Zorn Grain Co. for \$15,000.

Middletown, Ill.—The Middletown Grain & Coal Co. has completed a brick cob burner.

Rardin, Ill.—The new elvtr. at this station has been completed and placed in operation.

Holcomb, Ill.—I am painting my elvtr. and lumber and coal sheds.—Holmes Hagaman.

Hillview, Ill.—Plans for the erection of a large elvtr. are being made by the Hartwell Ranch Co.

Decatur, Ill.—F. M. Powell will quit the grain brokerage business and engage in another line.—K.

Pontiac, Ill.—The capital stock of the Farmers Grain Co. will be increased from \$20,000 to \$40,000.

Edwardsville, Ill.—The Blake Mfg. Co., operating an elvtr. and mill, is installing an electric drive.

Allentown, Ill.—L. C. Russell, who sold his elvtr. some time ago, is now out of the grain business.—K.

Woodyard sta. (Ridgefarm p. o.), Ill.—The National Elvtr. Co. has erected a 100,000-bu. elvtr. and crib.

Peoria, Ill.—V. P. Turner and Jesse Savage, who took over the business of Turner-Hudnut & Co., will build an elvtr.

Paw Paw, Ill.—This station has 2 elvtrs. The report that an elvtr. had been erected at East Paw Paw is incorrect.—X.

Moweaqua, Ill.—Thieves broke into the office of the Moweaqua Grain Co. Sept. 3 but secured nothing for their trouble.

Warsaw, Ill.—Irven Meyer, mgr. of the Farmers Grain & Supply Co., was drafted into the army and went into training Sept. 15.

Highland, Ill.—The Valier & Spies Mfg. Co. did not buy the elvtr. of the Highland Mfg. Co. at this place as was recently reported.

Blandinsville, Ill.—Farmers Elvtr. Co. incorporated; capital stock, \$20,000; incorporators, Louis A. Null, Karl Kline and S. H. Trego.

Farmingdale, Ill.—Robert M. Russell, who succeeded Henry Janssen as mgr. of the Farmers Elvtr. Co., has recently become a benedict.

Conlogue sta. (Paris p. o.), Ill.—We will improve our plant at this station by putting up large corn storage.—Rudy-Huston Grain Co., Paris.

St. Anne, Ill.—Wm. Wheeler, of Melvin, who took over the elvtr. of Hughes Bros., Aug. 1, has sold it and purchased an elvtr. at Crescent City.

Brisbane sta. (New Lenox p. o.), Ill.—The elvtr. of the Brisbane Grain Co., which it has been operating under lease for several years, is now closed.

Elkhart, Ill.—The E. B. Conover Grain Co., of Springfield, has bot the interest of T. J. Henneberry in the elvtrs. at this place and Mt. Fulcher (no p. o.).

Funk's Grove (Shirley p. o.), Ill.—R. C. Baldwin, of the Baldwin Grain Co., and others are interested in the recently incorporated Funk's Grove Grain Co.

Maple Park, Ill.—We have installed a new Richardson Automatic Scale, with type registering beam, in the top of our elvtr.—C. Campbell, mgr. Conlin Elvtr.

Danforth, Ill.—The Farmers Elvtr. Co. has bot the elvtr. of M. R. Meents & Sons and will operate it in connection with its present house, with J. W. Overacker as mgr.

Oliver, Ill.—We have just completed a small elvtr., on the Cairo division of the Big Four. It is equipped with Western machinery.—Rudy-Huston Grain Co., Paris.

Chatton sta. (La Prairie p. o.), Ill.—Farmers Co-operative Elvtr. Co. incorporated; capital stock, \$12,000; incorporators, George T. Pearce, John V. Williard and others.

Prairie du Rocher, Ill.—The recently organized Farmers Elvtr. of Prairie du Rocher incorporated; capital stock, \$10,000; incorporators, Henry Bessen, Ed Palmier and others.

Westville, Ill.—The Westville Grain & Elvtr. Co. has been organized by M. L. Hill, O. M. Mackey and George Buchanan. The company contemplates the erection of an elvtr.

Virden, Ill.—Thieves gained entrance to the engine room of the elvtr. of the Virden Grain Co. Sept. 10 and carried away about 7 ft. of the leather belt on the gasoline engine.

Kempton, Ill.—Robert Bruce, of El Paso, bot and took possession Sept. 3 of the elvtr. at this station owned by Shearer & Rickards. The sale was made thru Jas. M. Maguire.

Sycamore, Ill.—The Holcomb-Dutton Lumber Co. contemplates installing a small hand or power tester or cleaner for determining the dockage of foreign matter in wheat.—H.

Westville, Ill.—I have bot grain here for 15 years, loading direct into cars. I have no elvtr. but operate under the name of Westville Grain Co. This is a small grain point.—C. B. Spang.

Tomlinson sta. (Rantoul p. o.), Ill.—Thomas Ogden, of Champaign, bot and took possession Sept. 1 of the grain and coal business of Murray & New, including a new 40,000-bu. elvtr.

Farmersville, Ill.—The Farmers Elvtr. Co. has been organized by John E. Wheaton and others, to take over the elvtr. of Chas. H. Nobbe, who has been in the grain business here for 26 years.

Peoria, Ill.—J. A. McCreery & Sons, of Mason City, operating a line of elvtrs. in Illinois, have opened an office in the Board of Trade Bldg., with George A. Breier in charge of the cash grain dept.

Galesburg, Ill.—The annual convention of the Farmers Grain Dealers Ass'n of Illinois will be held in this city Oct. 16, 17 and 18, with headquarters at the Hotel Custer and sessions in the Armory.

Chadwick, Ill.—H. F. Weber & Co. have bot the elvtr. of the Chadwick Supply Co. Claude Caddell, who was mgr., has been called for army service and was obliged to give up his interest in the company.

McComb, Ill.—The Farmers Grain, Fuel & Supply Co. is taking down its old elvtr. to make room for a new C. B. & Q. switch track. A 20,000-bu. up-to-date cribbed elvtr. will be erected this fall to replace it.

Bellflower, Ill.—The W. T. Bradbury Co. has built a new engine room at its elvtr. and the interior of the elvtr. has been rearranged and rebuilt, increasing the capacity. Electric lights have been installed.

Belleville, Ill.—We have just completed a 100,000-bu. concrete elvtr. at our mill here and have also installed a new separator and other new machinery in the mill and wheat cleaning dept.—J. F. Imbs Mfg. Co.

Troy, Ill.—The Valier & Spies Mfg. Co. bot and took possession Sept. 1, of the elvtr. of the Highland Mfg. Co. It will be used for storage purposes in connection with the company's other elvtr., which is managed by H. A. Canedy.

Clements sta. (Murrayville p. o.), Ill.—The Farmers Elvtr. Co. incorporated; capital stock, \$7,000; incorporators, John Flynn, William Mortimer and W. T. Craig. The company recently took over the elvtr. of Lewis, Lynd & Co.

Benton, Ill.—George H. Ricker, of Pratt, Kan., has bot a controlling interest in the Benton Mfg. Co., A. H. Hicks, of Altamont, retiring. Mr. Ricker will retain his milling interests in Kansas but intends to move here and take charge of the elvtr.

Cairo, Ill.—Harry E. Halliday has been appointed by the Government to buy oats during the existence of the war. He will work in conjunction with the Quartermaster's Dept. in Chicago. He will devote his entire time without compensation and will defray his own expenses.

Princeton, Ill.—The Farmers Elvtr. Co. is building a concrete elvtr. Frank Elberg, a workman employed on the construction of it, was injured recently when a block and tackle fell from the cupola and struck him on the head, breaking his nose and cutting his upper lip.

Forest City, Ill.—The Forest City Grain Co. will equip its 60,000-bu. reinforced concrete elvtr., now under construction, with a Hall Signaling Grain Distributor. The pit and base are completed. The forms for the 60 ft. grain tanks are in place and concrete is now being poured. Work is going on day and night.

Homer, Ill.—Work is progressing on the 60,000-bu. concrete elvtr. under construction for the Farmers Elvtr. Co. It is being erected on the Wabash R. R., west of the power house. The only wood about the structure will be the dump. The company, of which Fred Peyton is mgr., has already erected an office and scales.

Port Byron, Ill.—Farmers Elvtr. & Supply Co. incorporated; capital stock, \$7,000; incorporators, Fred S. Moody, F. H. Johannsen, and others. The company intends to erect an elvtr. but for the present will take over the plant of Oscar Larson and conduct a wholesale and retail business in grain, seeds, feed, oil and implements.

Bloomington, Ill.—The L. E. Slick Co. is building 3 large grain tanks, on the Alton, which will more than double the present storage capacity of the plant. Work is being rushed and will be completed about Oct. 1. Two 10,000-bu. concrete tanks are being erected adjoining the 2 now in use, and the space between the 4 tanks will form another, of 8,000 bus. capacity. The company intends to build 2 additional tanks next summer, making 6 cylindrical and 2 other tanks, formed by the junctions of the others.

Rosemond, Ill.—Fire Sept. 14 destroyed the elvtr. which H. H. Moxley had been operating under lease from J. H. Brown. Estimated loss, \$10,000; partly covered by insurance. The building, which was valued at \$4,000, was insured for \$3,000. The fire was caused by the explosion of vapor from coal oil in the elvtr. About 2,300 bus. of wheat, 3,000 bus. of oats and 500 bus. of corn burned. The wheat and oats were partly covered by insurance. A car of grain, that had just been loaded, was saved.

CHICAGO NOTES

John C. Howell, for 40 years identified with the Board of Trade, died Sept. 10, aged 86 years.

A model of the proposed new Board of Trade building is being made ready for exhibition on the floor of the Board.

The clearing house proposition was defeated Sept. 20 when 272 members of the Board of Trade voted in favor and 525 against it.

Joseph J. Murphy, member of the Board of Trade and associated with E. Lowitz & Co., died Sept. 19. He began as a messenger 20 years ago.

A com'ite, composed of J. J. Stream, E. F. Rosenbaum and J. M. Jenks, has been appointed to look after the wheat that is expected to be put into grain elvtrs. by the Food Commission.

A com'ite, composed of Frank Rice, Samuel T. Graff and W. H. Perrine, has been appointed by the Food Administration Grain Corporation, to regulate purchases of smutty wheat for Chicago.

About 30 grain shovels went on strike in South Chicago grain elvtrs. Sept. 20 without warning, for an increase from 41 $\frac{1}{2}$ to 50c an hour. The 800 members of the grain trimmers' union have an agreement with the employers until 1920, and are expected to remain at work.

J. J. Fennelly, S. J. Brown and F. H. Teller, of Knight & McDougal, have applied for membership in the Board of Trade. Herman C. Grabo, John P. Gibbons, former chief grain inspector, A. W. Withrow and Arley W. Harwood, of the Harwood-Young Co., Peoria, Ill., have been admitted to membership and the memberships of R. Seidenberg, Jr., Peter F. Smith, Chester M. Martin, Frank G. Crowell, Kansas City, Mo., and the estate of E. R. Rothschild have been posted for transfer. Memberships are selling at \$5,000 net to buyer.

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A special com'ite, composed of T. W. Brophy, Frank Rice and G. M. Patch, has been appointed to take care of the allotment of wheat supplies. Anyone wanting to buy wheat is required to fill out a requisition blank addressed to Howard B. Jackson, of the Food Administration Grain Corporation, giving number of cars desired, point of shipment and railroad.

Trading in cotton on the Board of Trade for present and future delivery has been proposed and is being investigated as to feasibility by a special com'ite composed of R. W. McKinnon, W. H. Perrine, J. J. Bagley, T. E. Cunningham, S. P. Arnott, J. E. Bellot and J. F. Mackenzie. The splendid organization built up to handle wheat futures and now idle could be employed to good advantage in handling cotton. The members of the Chicago Board having private wires post the continuous cotton quotations regularly and have handled cotton orders for many years past. The establishment of a cotton market at Chicago would lead to increased interest in this staple and be reflected in an enhanced volume of business on the New York and New Orleans Cotton Exchanges, to the mutual benefit of all concerned.

INDIANA

Anderson, Ind.—C. B. Wiley, of Hillsboro, is now with the Union Grain & Mfg. Co.

Greencastle, Ind.—William T. Besser, 75 years of age, prop. of an elvtr. and mill, died recently.

Kirkpatrick, Ind.—The Kirkpatrick Grain Co. has purchased a Hall Signaling Grain Distributor.

Monroe, Ind.—The Burk Elvtr. Co. is building a large coal and hay shed, on the G. R. & I., north of its elvtr.

Russiaville, Ind.—We have bot the elvtr. at this station and will take possession Oct. 1.—A. E. Betts & Son, Forest.

Westport, Ind.—The firm of Shields & Blish has purchased the elvtr. formerly owned by Geo. M. Claypole, of Sardinia.

Rich Valley, Ind.—We are successors to the Morrow Grain Co.—L. F. Clupper, mgr. Rich Valley Co-operative Elvtr. Co.

Mishawaka, Ind.—The old concrete plant of the Universal Concrete Bldg. & Cement Co. is being remodeled into an elvtr. and flour mill.

Ripley, Ind.—I have just completed a 15,000-bu. elvtr., equipped with a Hart Grain Weigher Co. elvtr., 55 ft., complete thruout.—B. F. Zeller.

Bicknell, Ind.—I have purchased the elvtr. of Chas. Phillippi and will build a new large ware and flour room. I will do a general grain, flour, feed and seed business.—Oscar L. Barr.

Shelbyville, Ind.—Martin Cutsinger and J. A. Thompson, of Edinburg, are operating the elvtr., which they recently took over from C. H. Billman & Sons, under the name of the Shelby Grain Co.

Kewanna, Ind.—J. R. McConaughy, of Earl Park, has bot the interest of F. J. Baird in the elvtr. at this place and Lake Bruce and Mr. Baird has purchased Mr. McConaughy's interest in the Flinn Grain Co. at Earl Park.

West Point, Ind.—The Crabbs Reynolds Taylor Co. will take down its 2 old elvtrs. here as its new 90,000-bu. elvtr., on the Wabash, is practically completed. John Gorman is mgr. and Bert Ford will be in charge of the new building, which was erected at a cost of \$75,000.

St. Louis Crossing, Ind.—The state has brot suit against the Farmers Elvtr. Co., alleging that the company failed to file one of the schedules required of corporations, for a period of 47 days, so that a proper assessment can be made. A penalty of \$12,500 is asked. Wm. H. Scott, county auditor, explains that the company is a new corporation and that the officials did not know that they had to file such a schedule.

Williamsport, Ind.—Milt Keister, who has been the managing partner in the Williamsport Grain Co. for several years, has purchased the interests of Jones Bros., and is now sole owner. Electric motors are now being installed in the elvtr. and other improvements will be made.

Huntington, Ind.—Henry Silvers, of Silvers & Gelzleichter, retired Sept. 12 after being in the grain business in this county for more than 40 years. His share in the business was purchased by Edward Gelzleichter, son of J. A. Gelzleichter, his partner, and the new firm will be known as J. A. Gelzleichter & Son.

Whiteland, Ind.—The Valentine & Valentine Elvtr. Co. has let contract and started work on a 25,000-bu. corn elvtr., which will give the company a total storage capacity here of about 50,000 bus. The L. J. McMillan Co. has the contract for the building, which will be of wooden construction, with a concrete foundation. It will be completed to handle the new corn crop. The company has just completed its present elvtr., which replaces the old plant, purchased about a year ago.

Sardinia, Ind.—We have moved our office from Cortland to this place and will operate the following elvtrs. and houses: Westport, Sardinia, Alert, Azalia, Grammer and Cortland. Our firm was organized last January. We have bot the flour mill and warehouse of Geo. M. Claypole at this place and will operate the mill as a corn mill, doing away with the flour manufacturing end of the business.—Shields & Blish, props. Southeastern Line Elvtrs.

Lyford sta. (Rosedale p. o.), Ind.—Elroy B. Smith, who was recently shot to death, is charged with misusing \$12,000 of the funds of the Lyford Elvtr., by Ray G. Jenckes, of Terre Haute, in a suit for an accounting, which opened in the supreme court Sept. 8. Before the death of Mr. Smith he sued Jenckes for an accounting and receiver. At his death, his son, Ralph Smith, administrator of his estate, became the plaintiff. The administrator dismissed this suit, and now the cross-complaint, in which Jenckes asks an accounting, is being tried. A change of venue was taken from the regular judge of the Superior Court to Judge Daniels. Mr. Jenckes sold the elvtr. last month to William John and Thomas Beggs.

INDIANAPOLIS LETTER

W. J. Riley, one of the oldest members of the Board of Trade and a well known grain dealer in this state, died Sept. 12. His health had been failing for some time.

The Indianapolis Elvtr. Co. has retired its outstanding issue of preferred stock of \$19,500 and increased its preferred stock with an issue of \$50,000, making its total capitalization \$175,000.

James P. Goodrich, governor of Indiana, and a well known grain dealer of this state, is ill with typhoid fever. Two or three times the attending physicians thought that there was no hope but he now has an even chance for recovery.

The Bingham-Hewett-Scholl Co. is operating Elvtr. "A," which has a storage capacity of 500,000 bus. and an average daily handling capacity of 100 cars, in connection with its 200,000-bu. Indiana Elvtr., which has a daily handling capacity of 40 cars. Both plants are equipped with grain driers, oat bleachers, oat clippers and all up-to-date equipment for the proper conditioning and quick handling of grain. The company recently closed a 5-year lease with the Indianapolis Elvtr. Co. for Elvtr. "A."

IOWA

Turin, Ia.—H. F. Goodale, of Odebolt, is now buying grain here.

Bancroft, Ia.—Jos. Murray has erected a new office near his elvtr.

Owasa, Ia.—The elvtr. of the Farmers Elvtr. Co. is receiving a coat of paint.

Jamaica, Ia.—We will make repairs in our elvtr.—Farmers Grain & Coal Co.

Clutier, Ia.—Louis Bata has succeeded me in the grain business here.—L. J. Wellick.

Cooper, Ia.—Chas. Pittman, mgr. of the Farmers Elvtr. Co., has been on the sick list.

Truesdale, Ia.—J. R. Gutel has succeeded F. C. Bitter as mgr. of the Farmers Elvtr. Co.

Eagle Grove, Ia.—The Farmers Elvtr. & Supply Co. will erect an office building near its elvtr.

Payne, Ia.—Good Bros. will install a corn sheller, engine and other new machinery in their elvtr. here.

Lake Park, Ia.—Work has begun on a hollow brick addition to the elvtr. of Greig & Zeeman.

Hawkeye, Ia.—Fire recently damaged the elvtr. of the Farmers Elvtr. Co. to a considerable extent.

Carson, Ia.—John Port, for many years in the grain business, will erect a 20,000-bu. up-to-date elvtr.

Hutchins sta. (Britt p. o.), Ia.—Frank Mullin, of the Mullin Grain Co., has made improvements in his plant.

Jessup, Ia.—Charles Spike has resigned his position at the elvtr. and C. A. Emerson has taken charge of it.

Lamont, Ia.—The Farmers Commission Co. has bot the coal business of James Carr, prop. of an elvtr. here.

McPaul, Ia.—New machinery, including an engine and corn sheller, will be installed in the elvtr. of Good Bros.

Clermont, Ia.—We have sold our elvtr. to the Farmers Co-operative Society.—J. H. Sheehan Estate, per J. B. Sheehan.

Clear Lake, Ia.—I am repainting and making minor repairs on my elvtr. A new feed mill is being installed.—S. J. Clausen.

Hayfield, Ia.—The Hubbard Grain Co. is taking down one of its elvtrs. preparatory to building a 15,000-bu. house near its other elvtr.

Ogden, Ia.—The recently organized Farmers Elvtr. Co. has been incorporated, with a capital stock of \$25,000. An elvtr. will be erected.

Percival, Ia.—Good Bros. will make improvements in their elvtr., including the installation of a new engine, corn sheller and other machinery.

Swaaledale, Ia.—F. E. Hales, who sold his elvtr. at this station last March, is now traveling representative for E. P. Bacon & Co. in Iowa.

Rockwell City, Ia.—G. B. Van Ness has opened an office here, with Clark D. Powers, who has been traveling representative for the company, as mgr.

Adair, Ia.—Fred C. Huss, formerly in charge of the Adair Roller Mills, is now with the Davenport Elvtr. Co., of which F. A. Lowry is local mgr.

Remsen, Ia.—The Farmers Elvtr. Co. is raising its elvtr. and installing new equipment. A large office building and engine room are now being erected.

David, Ia.—The Western Elvtr. & Grain Co., of Minneapolis, Minn., has bot the elvtr., which F. M. Griffin recently purchased from E. McLaughlin.

Curlew, Ia.—Wm. Griffin and myself on Aug. 24 bot the elvtr. of the Tiedeman Elvtr. Co. We will operate it under the name of Critz & Co.—O. V. Critz.

Inwood, Ia.—G. A. Lyons, prop. of an elvtr., has purchased the one owned by A. D. Erickson, who will retire from the grain business on account of failing health.

Lake Park, Ia.—The Farmers Elvtr. Co. will increase its capital stock from \$10,000 to \$20,000. A large corn crib will be erected this fall. W. A. Brunemeier has been retained as mgr. for the coming year.

Popejoy, Ia.—G. M. Anderson is pres. and A. F. Iverson, sec'y and treas. of the recently organized Independent Elvtr. Co., which will build an elvtr. on the Rock Island.

Prescott, Ia.—The recently incorporated Turner Grain Co., of St. Louis, has established a branch office here with Chas. W. Outhier, formerly representative of the Seale Bros. Grain Co., in charge.

Sulphur Springs, Ia.—Fred C. Bitter has purchased the elvtr., which E. M. Tracy took over in August from Ed Daniels, Jr. He will operate it in connection with the elvtr., which he erected recently at this point.

While driving along the road a few days ago I collided with a big locust with my eye, which is now elaborately decorated to say the least.—E. A. Sullivan, field representative Vanderslice-Lynds Co., Kansas City, Mo.

Webb, Ia.—We have purchased the elvtr. of the Tiedeman Elvtr. Co. and contemplate remodeling and repairing it in the spring. It will be managed by E. A. Howe, who has been with the former owners—Davis & Grieve.

Iowa Falls, Ia.—R. T. Hamilton has completed the foundation for a 10,000-bu. oats elvtr. and a corn crib, of 10,000 bus. capacity, on his farm. He recently built an elvtr. and crib, of larger capacity, on another of his farms.

Council Bluffs, Ia.—Harry Anderson, a workman employed on the construction of the new Northwestern Elvtr., was knocked unconscious Sept. 11, when he got too close to a heavy bucket, used in hauling concrete to the upper floors.

Royal, Ia.—The elvtr. of the De Wolf & Wells Co. has been raised and a concrete block foundation placed under it. New scales will be installed and an electric motor for power. The old gasoline engine will be retained for emergency use.

Clemons, Ia.—The Farmers Elvtr. Co. has been organized and will be incorporated, with a capital stock of \$20,000. J. H. Packer is pres. and L. H. Armbrrecht, sec'y. The company will buy the elvtr. of A. Brackney or build a new house.

Parnell, Ia.—J. J. Rock, of the Neola Elvtr. Co., had a narrow escape from death recently. He went down to dislodge some grain that was choked and an employe, not knowing he was there, turned on the power. His right arm was badly lacerated.

Elliott, Ia.—Carson & Ploghoft have bot the elvtr. of C. E. De Witt and will take possession soon. Mr. De Witt is retiring from the grain business on account of failing health.

Belmond, Ia.—A. E. King, of Meriden, has been placed in charge of the elvtr., which the Quaker Oats Co. took over Aug. 6 from E. R. Ballou. Flour, feed, salt and coal will be handled in connection. The company will probably build a new house next year.

Spirit Lake, Ia.—A storage house, of hollow brick construction, is being erected in connection with the elvtr. of B. B. Anderson. It will be circular in shape, 40 ft. high and 24 ft. in diameter.

Orient, Ia.—Sumner White is laying the foundation for a new elvtr. to replace the one, which burned Aug. 19. The building contained \$6,000 worth of grain, which was covered by insurance, but only \$4,500 insurance was carried on the building and machinery.

Enterprise, Ia.—C. M. Nutter & Co. have engaged in the grain business. They have moved the 5,000-bu. elvtr. of Inglis Bros., from Loring sta. (Maxwell p. o.) to this place and rebuilt it, on the C. R. I. The Clark Brown Grain Co. operates a 14,000-bu. elvtr. here.—X.

Centerville, Ia.—As there is not much grain in this community this year we are drawing our attention to other lines. However, it is our intention to continue to follow the grain business next year and build more grain houses at many more points.—J. Rosenbaum & Son, per Sam B. Rosenbaum.

Manson, Ia.—Hakes & Nelson are building a 96,000-bu. iron clad elvtr., which they expect to have completed by Dec. 1. This will give them a total storage capacity of 120,000 bus. The new house will be of cribbed construction, with a concrete foundation, and will have 12 bins. Up-to-date equipment will be installed.

Moorland, Ia.—The Farmers Grain Co. has practically completed a 20,000-bu. circular elvtr., of hollow blocks, to replace its elvtr., which burned last spring. Steel and concrete are used where possible and where wood is used it is covered with iron. The building, which cost over \$5,000, will be in charge of Mr. Field.

Corwith, Ia.—The recently organized Farmers Grain Co. incorporated; capital stock, \$25,000. It has bot the elvtr. of Peter Hatterscheid for \$16,400. Mr. Hatterscheid disappeared several months ago and the elvtr. was sold at public sale. The company will be incorporated and handle seeds, coal, feed and salt in connection with the elvtr., which it has placed in operation. B. F. Whetster is pres. and E. G. Gaskill, sec'y of the company.

Diagonal, Ia.—D. V. Ferris is in the grain business here and will continue. The 9,500-bu. studied elvtr., for which he let contract to the Burrell Engineering & Construction Co., will be ready for use Oct. 1. Up-to-date equipment, including a dump scale, will be installed in the elvtr., which will have shipping facilities on the C. B. & Q. and the C. G. W. An asbestos shingle roof will be put on the building, which will be as nearly fireproof as possible. Electric power will be used.

KANSAS

Altamont, Kan.—J. B. Dick has bot the elvtr. of Chas. Craig.

Seneca, Kan.—The Farmers Union Co. will install a Boss Air Blast Car Loader.

McFarland, Kan.—Noller & Michaelis are building an elvtr. on the Rock Island.

McLouth, Kan.—The J. Dobbs Grain Co. contemplates the erection of a seed warehouse.

Claflin, Kan.—Repairs have been made in the elvtr. and mill of the Claflin Mill & Elvtr. Co.

Salina, Kan.—Jesse Smith has been appointed mgr. of the Shellabarger Mill & Elvtr. Co.

Kiowa, Kan.—The Mills Grain Co. has completed and placed its new elvtr. in operation.

Wilson, Kan.—We have turned in our elvtrs. to the Weber-Freeman Mfg. Co.—Weber & Co.

Waterville, Kan.—Chris Christenson has bot the old Strom Elvtr. and replaced it with an up-to-date cement warehouse and office.

Healy, Kan.—The Healy Co-operative Elvtr. Co. has increased its capital stock from \$10,000 to \$25,000.

Summerfield, Kan.—Ira Transue, mgr. of an elvtr. here, was married Sept. 11 to Miss Elizabeth Byrne, of Burchard, Neb.

Kirwin, Kan.—J. W. Scott has succeeded J. S. Jones as mgr. of the Farmers Elvtr. Co.

Everest, Kan.—The Farmers Union has its elvtr. about half finished. Equipment includes a corn sheller, feed mill and ear corn elvtr.

Schulte, Kan.—We will soon start the erection of a 15,000-bu. reinforced concrete elvtr., up-to-date in every respect.—Farmers Grain & Supply Co., per K. C. Parkhurst, sec'y.

White Cloud, Kan.—Wm. M. Schrenkler has been placed in charge of the elvtr. and mill here, which the Aunt Jemima Mills Co., of St. Joseph, Mo., took over last month from Wm. Runkel.

Geneseo, Kan.—The East Elvtr. has been closed and Roy E. Smith, mgr., has purchased an interest in a feed store at El Dorado.

Duquoin, Kan.—John W. Shepherd, agt. of the Kansas Flour Mills Co. was married recently to Miss Hazel Lucile Richard, of Wichita.

White Cloud, Kan.—I am now with the White Cloud Mill Co.—Fred Busenbarrick, formerly mgr. Farmers Union Grain & Supply Co., Redwing.

Liberal, Kan.—The Bolin-Hall Grain Co. contemplates building an elvtr. on the site, where the twin elvtrs. were located, on the east side of the city.

Ft. Scott, Kan.—We have completed new concrete grain tanks, of about 200,000 bus. capacity, and expect to have them in use this week.—J. H. Karns, mgr. Goodlander Mills.

Norwich, Kan.—The recently organized Farmers Elvtr. & Supply Co. incorporated; capital stock, \$15,000; incorporators, E. A. Messmer, H. E. Clark and C. Parsons. The company is operating an elvtr.

Topeka, Kan.—Grain dealers and millers held a meeting here recently to consider the formation of a Food Administration Buying Corporation. They will ask permission from D. F. Piazzek for this organization.

While driving along the road a few days ago I collided with a big locust with my eye, which is now elaborately decorated to say the least.—E. A. Sullivan, field representative Vanderslice-Lynds Co., Kansas City, Mo.

Junction City, Kan.—C. G. Tyler, mgr. of Tyler & Co. for the past 12 years, has resigned to engage in the wholesale grain, feed and mill products business here. Jasper Brewer, for 2 years sales-mgr. of the Leavenworth Mfg. Co., Leavenworth, is his successor.

Dodge City, Kan.—Albert Wolfie, a workman on the construction of the addition to the plant of the Dodge City Flour Mills Co., for which the Burrell Engineering & Construction Co. has the contract, was killed Sept. 7 when a concrete wall gave way and fell on him.

Neodesha, Kan.—I have sold the elvtr., coal and feed business of the Bauman Grain Co. to the Rea-Patterson Mfg. Co., of Coffeyville, which will conduct the business as heretofore. After 25 years in the grain trade, preceded by 22 years in other lines, I have granted myself a vacation. My future plans will depend upon conditions in the next 2 years. I hope the grain trade will then be in shape to take up again and get in touch with as fine a class of business people as anyone can wish for. My relations with grain and mill people have always been pleasant. My plans for 1918 are to visit my birth place.—August Bauman, owner and mgr. Bauman Grain Co.



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The GRAIN DEALERS JOURNAL.

Eldorado, Kan.—G. B. Siders, who was with C. A. Aikman, will remain at the elvtr., which W. H. Smith, of the Stevens-Scott Grain Co., and his brother Ray E. Smith, of Geneseo, leased from Mr. Aikman. They are handling feed in connection. Mr. Aikman will devote his entire time to the field seed business.

Larned, Kan.—We have about completed the 100,000-bu. grain tanks, for which we let contract to the Burrell Engineering & Construction Co. These tanks will increase our storage capacity to 175,000 bus. They are 30x100 ft., with head house over all. Equipment includes cleaners and an electric drive for the old and new buildings.—Keystone Mfg. Co., per H. L. Gabel, mgr.

Turon, Kan.—The John R. Mills Co. has been incorporated to succeed the Turon Mill & Elvtr. Co. L. H. Pettit, of the L. H. Pettit Grain Co., Hutchinson, is pres., Jay Hausam, vice-pres., and Augustus Sweetser, sec'y. Mr. Sweetser has severed his connection with the Hutchinson Flour Mills Co. and moved to this place to take charge of the plant, which has been re-opened after being closed since foreclosure proceedings.

HUTCHINSON LETTER

Irvine R. Romer, of the Morton Grain Co., was married recently to Miss Bess Snyder.

The L. H. Pettit Grain Co. has completed a 25,000-bu. elvtr. The original plans for a 100,000-bu. house were abandoned on account of war conditions.

Gus Oswald, who is now traveling for the Moore-Lawless Grain Co., Kansas City, Mo., still retains his interest in the O. K. Grain Co. here, of which R. W. Vance has been made sec'y-treas.

WICHITA LETTER

Harry J. Williams is now local mgr. of the Orthwein-Matchette Co., succeeding T. T. Thomas, who resigned after being mgr. for 9 years to engage in another line of business.

J. R. Harold, formerly in the grain business here, is now a member of the staff of the southwestern dept. of the milling division of the Food Administration Grain Corporation.

The Stevens-Scott Grain Co. has bot the 60,000-bu. elvtr. and 350-bbl. mill of the Imboden Mills, for \$35,000, and will operate under the name of the Imperial Mills Co. Hiram Imboden, prop., will retire after being in the business for 43 years.

Edward Beyer, vice-pres. of the Kemper Grain Co., has been appointed a member of the Food Commission at Kansas City, Mo., which has charge of the grain supply in Kansas, Oklahoma, Colorado and Utah. He will regulate the distribution of grain in these states from the country points to the mills. Mr. Beyer's brother, J. H. Beyer, will take over his duties in the Kemper Grain Co.

KENTUCKY

Newport, Ky.—Geo. Keller has installed an 85-h. p. gas engine in his plant. H. C. Teeter sold and installed it.—K.

Louisville, Ky.—I was in the first draft quota and am now at Battery F, 327 Field Artillery, Camp Taylor, Ky.—William D. Templeton.

Paducah, Ky.—We are erecting an elvtr., 110x45 ft., of concrete and wood construction, on the L. C., N. C. & St. L. and C. B. & Q. Rys. It will have 40 bins, with a capacity of 100,000 bus. of bulk and 75,000 bus. of sacked grain. Equipment includes Barnard & Leas Machinery and a Hess Drier, of 4,000 bus. daily capacity. We will issue negotiable warehouse receipts for grain in storage. F. E. Lack is pres., A. Lee Redford, vice-pres., and C. W. Craig, sec'y, treas. and general mgr. of our company, which will do a public shelling, drying, cleaning and storage business. Our building is located on the Tennessee and Ohio River bank and grain at ordinary shipping stage can be easily loaded directly from boats to sheller.—Lack-Redford Elvtr. Co.

LOUISIANA

New Orleans, La.—Work is going on day and night on the new 1,600,000-bu. annex to the Dock Board Elvtr. in an effort to have it completed by Dec. 1. The foundations are complete and 56 of the 112 tanks are finished. The forms for the other 56 are in place and the concrete will soon be poured. The motors and the spouts have been delivered.

MARYLAND

BALTIMORE LETTER

John J. Snyder, member of the Chamber of Commerce, has been ill with an attack of ptomaine poisoning.

Charles P. Blackburn, head of C. P. Blackburn & Co., was bereaved recently by the death of his mother.

Ezekiel L. Thomas has applied for membership in the Chamber of Commerce. John A. Costello, private grain sampler of Chicago, Ill., has been admitted to membership.

Herbert Sheridan, traffic mgr. of the Chamber of Commerce, has been granted a leave of absence to take up his new duties with the local district of the Food Administration Grain Corporation as first ass't to George S. Jackson.

The foundation is being laid for the new elvtr. of the Pennsylvania Railroad at Canton. It will have a capacity of approximately 3,500,000 bus. and will replace the structure which burned in 1915. James Stewart & Co. have the contract.

MICHIGAN

Marquette, Mich.—The H. D. Jeffords Co. has engaged in the grain business.

Albion, Mich.—I have accepted a position as mgr. of the Farmers Elvtr. Co.—A. W. Walls.

Richville, Mich.—We have succeeded J. L. Ortner in the grain business.—Ortner & Hoerlein.

Hemlock, Mich.—Joseph McMullen has succeeded E. B. Hepler as mgr. of the Hemlock Elvtr. Co.

Henderson, Mich.—Detwiler & Son have installed a new Fairbanks-Morse Engine.—E. E. Kirn, mgr.

Reese, Mich.—The Farmers Elvtr. & Warehouse Co. has been organized, with a capital stock of \$30,000.

Butternut, Mich.—The recently incorporated Butternut Elvtr. Co. has succeeded Banton & Kerr.—George R. Banton, mgr.

Grand Rapids, Mich.—The new 40,000-bu. elvtr. of the Lewellyn Bean Co. is nearing completion. Part of the building now is in use for the storage of bags.

Battle Creek, Mich.—The Armour Grain Co. has bot the plant of the Maple Flake Mills and will increase the output to 3,000 cases of toasted flakes per day.

Detroit, Mich.—The Caughey-Jossman Co. is rushing the work of remodeling the old plant of the American Malting Co. into an up-to-date elvtr. This was delayed by the non-arrival of the construction engineer.

Midland, Mich.—Oscar Wallen is pres. and August Rohde general mgr. of the Midland Co-operative Ass'n, recently organized with a capital stock of \$20,000, which has taken over the elvtr., formerly operated by William Reardon, Sr.

Marshall, Mich.—We have let contract for the erection and equipment of a 17,000-bu. concrete elvtr., which will be ready to receive grain by Dec. 15. Equipment includes one 15-h. p. motor, one 7½-h. p. motor, wagon dump, manlift, Monitor Cleaner, registering beam scale, one jack leg and one loftier leg. The Burrell Engineering & Construction Co. has the contract for the building, which will cost \$13,600.—Homer Clute, sec'y Farmers Elvtr. Co.

Hartford, Mich.—The newly organized Gleaners Co-operative Elvtr. Co. has taken possession of the elvtr. of Edward Finley, which it purchased some time ago for \$10,000. Dick Conlin is temporarily acting as mgr. until the company is incorporated and a permanent mgr. chosen.

Muskegon, Mich.—The cause of the fire Aug. 24 is unknown. The amount of loss on the buildings and machinery is about \$20,000; insurance, \$9,800. The loss of grain, flour sacks and other merchandise is about \$16,000; insurance, \$12,000. We are not in a position to furnish any information in regard to rebuilding at present.—Marcus A. Frost, pres. Peoples Mfg. Co.

Alma, Mich.—A warrant has been issued charging Wm. G. Griffin, former mgr. of the Alma Grain & Lumber Co., with the embezzlement of funds of this company. The warrant charges shortage of less than \$300. The auditing of the books of the company has not been completed and the exact amount is unknown but it is said that it may reach \$2,000. Mr. Griffin resigned his position here the first of August to take charge of the cash grain dept. of E. L. Wellman at Grand Rapids.

West Branch, Mich.—The West Branch Grain Co. has been incorporated, with a capital stock of \$20,000. It has succeeded the Ogemaw Grain & Seed Co., which has been operated for a number of years by the Saginaw Mfg. Co., and which was sold recently to Alfred Rocheleau and others. Mr. Rocheleau, who traveled for 10 years for A. T. Ferrell & Co., Saginaw, is active mgr. of the company, which is installing new grain, bean and seed cleaning machinery and a new power plant.

MINNESOTA

Waltham, Minn.—Mr. Ibling has bot the elvtr. of E. J. Markham.

Hawley, Minn.—Henry Olson has taken charge of an elvtr. at this point.

Watkins, Minn.—Philip Werner is building a 30x60 ft. warehouse near his elvtr.

Milan, Minn.—Osmund Strand, of Northfield, is now agt. of the Monarch Elvtr. Co.

Center City, Minn.—A. L. Jonason has opened his elvtr. and feed mill for the season.

Harmony, Minn.—J. Wolsted has bot and taken possession of the elvtr. of T. Harstad.

Kerkhoven, Minn.—T. G. Berge, who formerly operated an elvtr. here, died recently.

St. Paul, Minn.—The branch office of E. L. Welch & Co., of Minneapolis, has been closed.

Morgan, Minn.—Creaser & Jacobs have bot the elvtr. and oil business of C. Green & Son.

Eyota, Minn.—The Eyota Grain Co. has been organized to handle grain, seed, flour and feed.

Gaylord, Minn.—The Minnesota Mfg. Co. will not rebuild its elvtr. and mill, which burned Aug. 23.

Utica, Minn.—The Altura Elvtr. Co. has installed a 5-h. p. electric motor in its elvtr. at this station.

Ghent, Minn.—The Farmers Elvtr. Co. has built a new office and installed an electric motor in its elvtr.

Warroad, Minn.—The Products Co. is installing elvtr. machinery for handling grain and also a large feed mill.

Twin Valley, Minn.—M. A. Heiberg has sold his elvtr. but will continue in the flour, feed and seed business.

Royalton, Minn.—I have sold my elvtr. to the Niels Elvtr. Co. and am out of the grain business.—D. L. Quinlan.

Arlington, Minn.—Repairs will be made in the elvtr. of the Arlington Mfg. Co. and new machinery will be installed.

Campbell, Minn.—Lightning recently damaged the elvtr. of the Winter-Truesdell-Ames Co. The loss is large.

Altura, Minn.—The Altura Elvtr. Co. contemplates installing 5-h. p. electric motors in its elvtrs. here and at Bethany.

Ellsworth, Minn.—John P. Coffey has sold a half interest in the elvtr. of Coffey & Parden to his partner, George Parden.

Battle Lake, Minn.—A. H. White, of Lisbon, N. D., has bot the elvtr. of A. C. Hatch. It was formerly leased to T. H. Hilden.

Trail, Minn.—Work is progressing on the 30,000-bu. elvtr. of the recently organized Farmers Elvtr. Co. J. H. Dahl is mgr. of the company.

Warren, Minn.—We are adding 25,000 bus. to our present capacity.—C. L. Spaulding, pres. and general mgr. Spaulding Elvtr. Co.

Stewartville, Minn.—The Farmers Elvtr. Co. has built new coal sheds in connection with the elvtr. for which it let contract to D. F. Hoag & Co.

Meriden, Minn.—The Meriden Elvtr. Co. has painted the coal and salt sheds, erected in connection with its elvtr., which is in charge of J. A. Bartz.

Annandale, Minn.—Milton Smith has succeeded me as agt. of the Osborne-McMillan Elvtr. Co.—Leslie McClay, agt. Monarch Elvtr. Co., Chokio.

Fairfax, Minn.—Wm. J. Smith, who for the past year has been traveling for a grain commission firm, is again mgr. of the Farmers Elvtr. Co. here.

Milroy, Minn.—The Cargill Elvtr. Co. is now operating the elvtr. formerly operated by the Thorpe Elvtr. Co. No change has been made in the management.

Crookston, Minn.—We buy and sell grain, flour and feed and operate a line of elvtrs. in Minnesota, but do not operate a mill.—Red Lake Falls Mfg. Co.

Lockhart, Minn.—We have purchased the 35,000-bu. elvtr., formerly owned by J. S. Cusick, and are operating it under the name of the Brevik Elvtr.—Jake Brevik.

Rice, Minn.—The Powers Elvtr. Co. has overhauled and enlarged its elvtr. A 25-h. p. engine and new scales have been installed and a warehouse has been erected.

Parkers Prairie, Minn.—The recently incorporated Equity Elvtr. Co. has taken over the elvtr. of the Woodworth Elvtr. Co. and employed John Freddenberg as mgr.

Arlington, Minn.—G. B. Martin, of Benedict, N. D., who recently purchased an elvtr. of the Security Elvtr. Co. here, will operate it under the name of the Independent Elvtr.

March sta. (Warren p. o.), Minn.—R. Johnson is pres. and Charles J. Anderson, sec'y and treas. of the recently incorporated Farmers Elvtr. Co., which is building a 30,000-bu. elvtr.

Strandquist, Minn.—The recently incorporated Farmers Elvtr. Co. has bot the elvtr. of the Atlantic Elvtr. Co. I am pres. and Sam R. Haugaard is sec'y of the company.—J. J. Oistad.

Wells, Minn.—The recently incorporated Farmers Elvtr. Co. has let contract for a 25,000-bu. elvtr. Work will be started at once. The company has rented an elvtr. until the new house is ready.

St. Paul, Minn.—The Capital City Mfg. & Grain Co. has increased its capital stock from \$100,000 to \$150,000. W. E. Coles Jr., is pres. of the company, which has increased its daily capacity from 250 to 400 bbls.

Thief River Falls, Minn.—The Farmers Exchange Elvtr. Co. contemplates the erection of an addition to its elvtr. It is planning to handle flour, feed, coal and other commodities in connection with its grain business.

Warren, Minn.—The recently incorporated Farmers Mill & Elvtr. Co. has taken over the 25,000-bu. elvtr. of the Warren Mfg. Co. G. B. Nord, formerly agt. of the Monarch Elvtr. Co., has been employed as mgr.

Miloma, Minn.—The Farmers Elvtr. Co. has a new elvtr. of from 28,000 to 30,000 bus. capacity, on the Omaha Ry. Equipment includes 2 sets of Fairbanks Scales and an engine for power.—M. G. Reynolds, grain buyer.

Evan, Minn.—Alfred Green, of Morgan, is building a 20,000-bu. elvtr. on the site of the elvtr. of W. M. Mowrey, which burned June 23. Gas power will be installed. This will be the only elvtr. in operation here this year.

Magnolia, Minn.—The Hubbard & Palmer Co. has bot the elvtr. of the Pacific Elvtr. Co., which it operated under lease from the H. Poehler Co. The company recently sold its elvtr. to the Farmers Elvtr. Co., which now has 2 elvtrs.

Echols, Minn.—The recently organized Farmers Elvtr Ass'n incorporated; capital stock, \$10,000; incorporators, Ed. Lindquist, pres., F. H. Coughlin, vice-pres., L. A. Howe, sec'y, all of St. James. The company has an elvtr. under construction.

DULUTH LETTER

Anton Tretten has been admitted to membership in the Board of Trade and the membership of A. B. Traeder has been posted for transfer.—Chas. F. Macdonald, sec'y.

At a meeting of the members of the Board of Trade held Sept. 25, they voted and passed rule 13, which raised the commission rates of both wheat and rye to 1½ per bu., instead of 1c previous.

The Duluth-Canadian Grain Co. has been admitted to membership in the Board of Trade. The company will specialize in handling Canadian screenings and other feeds, shipped here from Ft. William and Port Arthur, Ont. It has taken over the business of E. J. Wenzel, who is now sec'y and general local representative.

Elvtr. operators of this city have been instructed by G. H. Tunell, chief state grain inspector, that all Canadian flaxseed arriving here must be kept in separate bins and not allowed to be mixed with domestic seed. This regulation also applies to flaxseed from the southwestern parts of this country. It must not be mixed with northern grown flax and must not be graded No. 1 northwestern or No. 1 flax.

The Board of Trade voted upon and adopted Aug. 29 an amendment to the last paragraf of Sec. 2 of Rule XIII so that it shall read as follows: For services in receiving and handling, receiving and ordering in store, or receiving, without purchase, on warehouse receipts or otherwise, and shipping, any of the commodities dealt in on the Exchange, one-half of the minimum rate of commission shall be charged, except that on flaxseed the charge shall be not less than ½c per bu.

Commencing Sept. 6, the following method of arriving at values on off grades wheat will be in effect at this market: A com'ite consisting of H. E. Emerson, G. W. Spalsbury and W. B. Joyce will meet at noon each day at 201 Board of Trade Bldg., and all samples of off grades received for the day should be presented at that hour, at which time it will fix a difference at which the cars in question will apply under the ruling basic prices of the various grades.—Food Administration Grain Corporation, by P. H. Ginder, 2nd vice-pres. Discounts are on the following basis: Smutty wheat will run 1 to 10c depending on the degree of smut and whether the smut balls are broken and wheat smeared. Wheat carrying barley, 2 to 2½c; wheat carrying cockle, kings-head and wild peas, the discount will run to 5 per cent of those wild seeds. All mixed grades of wheat and durum are to be discounted 4c in addition to the other discounts. No car of wheat grading lower than No. 4 will carry a discount of less than 1 cent under the fixed price for the No. 4 grade of grain in question.

MINNEAPOLIS LETTER

Glen Lagrange is the new supt. of the Soo Line Elvtr.

The Banner Grain Co. is planning to build a cereal mill and warehouse.

W. H. Griffin, of Madison, S. D., is now traveling representative of the G. E. Gee Grain Co.

Clifford B. Sawyer, who formerly traveled for D. R. Wagner & Co., is now traveling solicitor for Stair, Christensen & Timerman.

The Great Western Elvtr. No. 2 has been made regular under the rules of the Chamber of Commerce. It is operated by the Hales-Edwards Co.

J. J. Schmitt, for the past 3 years traveling representative of the Hagen-Berg Co., is now traveling solicitor for the recently organized Godfrey-Blanchard Co.

Frank S. Butler, who went from this city to Canada to engage in the elvtr. business, has returned and is now acting as salesman for the Woodward-Newhouse Co.

The suspension of federal grain inspection rules has been recommended by the state railroad and warehouse commission. Governor Burnquist has telegraphed his approval.

The Minneapolis Shippers Ass'n held its monthly dinner and business meeting at the Radisson Hotel on Sept. 6. Among the matters discussed was a uniform selling contract.

A verdict for defendant J. K. Elliott & Co. was directed Sept. 12 by Judge Steele following completion of evidence in a suit brot by Charles Lauderdale to recover \$1,013 alleged to be due on trades in grain.

The Wernli-Anderson Co. has brot a claim against B. P. Munson, who failed recently for \$11,893.94 and requests the sale of Munson's membership in the Chamber of Commerce to apply on the account. The matter will be decided Sept. 28.

Traveling representatives' licenses have been issued to the following: M. Anderson to represent the Andrews Grain Co.; Harry E. Scott to represent Quinn-Shepherdson Co., and Oliver S. Wilson to represent C. C. Wyman & Co.

Grain commission merchants at the Chamber of Commerce voted recently to reduce the rate for handling wheat to 1½c a bu. The rate recently was advanced to 2c and Julius Barnes, pres. of the Food Administration Grain Corporation, asked that the old rate of one cent be placed in effect. A com'ite met Mr. Barnes Sept. 18 at Chicago, Ill., to discuss the matter.

The following memberships in the Chamber of Commerce have been transferred: T. H. Hagen to Henry J. Nicolin and Chas. Goldstein to Dwight K. Yerxa. The following memberships have been posted for transfer: C. E. Lewis to Austin S. Cargill, W. H. Wheeler to O. F. Olson, and E. R. Woodward to Frank S. Butler, A. L. Ashenden to David S. Levin, and C. J. Martin to C. W. Grafft.

A cash grain dept. has been opened by the Minneapolis branch of the Bartlett Frazier Co. and on Sept. 15 the cash grain business of the Minnesota Grain Co. was taken over. The company will occupy the offices formerly used by the Minnesota Grain Co., which will hereafter conduct a futures business only. C. M. Reesé, for many years traveling solicitor, and H. B. Putnam, cash grain salesman, for the Minnesota Grain Co., will go with the Bartlett Frazier Co.

The Farmers Terminal Grain Co. has been organized, with a capital stock of \$100,000, to do a grain commission business, with offices in the Corn Exchange Bldg. W. J. Face, a farmer of Stratford, S. D., is pres., John Dickerson, a farmer of Putney, S. D., is vice-pres., and J. G. Brady, elvtr. operator of Aberdeen, S. D., is sec'y-treas. The company will also maintain an office at Duluth and has secured J. P. Fitzgerald, W. P. Sequin and M. A. Mace, traveling representative for the Brown Grain Co. for the past 3 years, as traveling grain solicitors.

MISSOURI

Barnard, Mo.—I. C. Roelofson has succeeded Roelofson & Moore.—X.

Holden, Mo.—The Holden Mill & Elvtr. Co. has completed its new office building and warehouse.

Commerce, Mo.—We have a warehouse but no elvtr. and handle corn and hay.—Albion Anderson, of Anderson Mercantile Co.

Dameron sta. (Elsberry p. o.), Mo.—The Hannibal Mfg. Co. has bot the elvtr. of the Farmers Elvtr. Co. and retained J. W. Brown as mgr.

Eldorado Springs, Mo.—The grain business of J. E. Eichelberger, who disappeared in June, has been discontinued. His whereabouts are not known.—X.

Seneca, Mo.—H. W. Woehrman, prop. of the Exchange Roller Mills, which burned last spring, has built and placed in operation an elvtr. and mills to replace the burned plant.

Palmyra, Mo.—The Farmers Elvtr. & Exchange Co. incorporated; capital stock, \$10,000; incorporators, A. C. Ross, C. R. Appel and Geo. B. Geer. John C. Weller will manage the elvtr., which the company is building.

Skidmore, Mo.—The elvtr. and coal sheds of the Kellogg Seed Co. recently caught fire, causing a loss of about \$3,000, partly covered by insurance. About 2,000 bus. of corn and 250 tons of coal burned. The company writes that it intends to build an elvtr. in the near future.

St. Joseph, Mo.—The St. Joseph Wheat Corporation was organized Sept. 5 with a capital stock of \$10,000, the stockholders being representatives of 9 St. Joseph grain firms. Officers are: John M. Flynn, pres.; T. P. Gordon, vice-pres.; Geo. W. Helm, treas.; and Chas. A. Geiger, sec'y. The purpose is to finance and hold wheat until it is delivered to the U. S. Food Administration Grain Corporation.

KANSAS CITY LETTER.

R. A. Carleton has been appointed chief scale inspector for the Missouri State Grain Inspection Dept., at this city.

Kay H. Beach, formerly of the Beach Grain Co., has been elected sec'y of the reorganized Kansas City Stock Exchange.

L. J. Woodhouse, of Lancaster, who recently became a partner in the Hinds Grain Co., has taken charge of the shipping dept.

Ed. Berry has resigned as traveling representative of the Denton-Kuhn Grain Co., effective Oct. 1. He probably will engage in business at Atchison, Kan.

The Board of Trade voted Sept. 22 on an amendment to the rules which will permit the delivery of 26-lb. No. 3 white oats on contracts with a penalty of 1½c a bu.

J. M. Auld, of La Fayette, Ind., is the new mgr. of the local office of James E. Bennett & Co., succeeding John R. Torrington, who has been drafted into the army.

A com'ite, composed of 8 men, has been appointed by the Board of Trade to assist H. J. Smith, the local government buyer, in passing upon the value of No. 4 and lower grades of wheat, which are sold on their merits.

Directors of the Board of Trade have recommended an amendment to the rules to provide for the delivery of No. 3 white oats testing 26 lbs. or better per bu., as contract oats at a reduction of 1½c per bu. from the contract price.

Harry P. Seward, of the R. V. Seward Grain Co., Hardin, will move the headquarters of the company from Hardin to this city. Offices will be opened in the Board of Trade Bldg. The company operates elvtrs. at Hardin, Plattsburg, Richmond, Camden and Orrick.

F. R. Warrick, of St. Joseph, has bot the membership in the Board of Trade of Harry Harris, a retired grain man. He paid \$8,000, which is \$500 over the last previous sale. Mr. Warrick will be associated with the Moore-Lawless Grain Co.

Because the Food Administration Grain Corporation can not, under its regulations, take into an elvtr. and pay full price for any wheat that does not come up to the original grade, directors of the Board of Trade have rescinded the rule that has been in effect, requiring that re-inspections on carlots of wheat must be called within 48 hours. The government is allowed the privilege of calling for re-inspection at any time between the date the wheat is purchased and unloaded under the new ruling passed Sept. 19.

ST. LOUIS LETTER.

Tilghman A. Bryant has engaged in the grain commission business, with offices in the Pierce Bldg.

Lee Savage, traveling solicitor of the Marshall Hall Grain Co., has been transferred from the St. Joseph office to the company's home office and will travel Illinois, Iowa and Missouri.

The com'ite, composed of E. C. Andrews, Marshall Hall and Alex C. Harsh, which was appointed to report as to the value of wheat for September delivery, has fixed the value at \$2.11 per bu. The report was approved by the Merchants Exchange.

MONTANA

Teigen, Mont.—The Western Lumber & Grain Co. will build an elvtr.

Pablo, Mont.—The new elvtr. at this station is practically completed.

Columbus, Mont.—Two elvtrs., of 75,-000 bus. capacity, are under construction.

Lohman, Mont.—The Equity Co-operative Ass'n is being organized at this station.

Coburg, Mont.—The Equity Co-operative Ass'n is being organized to operate an elvtr.

Joplin, Mont.—The Imperial Elvtr. Co. has just completed the erection of an elvtr.

Maddux, Mont.—The recently organized Equity Co-operative Ass'n will operate an elvtr.

Two Dot, Mont.—The recently organized Equity Co-operative Ass'n will operate an elvtr.

Gildford, Mont.—C. C. Roberts has succeeded A. Woifer as agt. of the Imperial Elvtr. Co.—X.

Madoc, Mont.—The elvtr. of Kanning Bros. has been moved to a station on the Great Northern.

Hysham, Mont.—Farmers are organizing the Equity Co-operative Ass'n to operate an elvtr.

Sheridan, Mont.—Than Shaffer has purchased a site and is planning the erection of an elvtr.

Springdale, Mont.—Work is progressing on the elvtr. for which the Powers Elvtr. Co. recently let contract.

Geraldine, Mont.—I have removed from Loma to this place.—John Steinopf, of Greely-Schmidt Elvtr. Co.

Lavina, Mont.—An elvtr. will be operated by the Equity Co-operative Ass'n, which is being organized.

Musselshell, Mont.—An elvtr. will be operated by the Equity Co-operative Ass'n, now being organized here.

Pompey's Pillar, Mont.—The Equity Co-operative Ass'n is being formed to buy or build an elvtr. at this point.

Pendroy sta. (Bynum p. o.), Mont.—The elvtr. of the Rocky Mountain Elvtr. Co. has been given a general overhauling.

Livingston, Mont.—The roof has been placed on the flour mill of the Park Mfg. Co., which recently built an elvtr. here.

Dooley, Mont.—N. K. Markuson has been appointed mgr. of the recently acquired elvtr. of the Equity Elvtr. & Trading Co.

Poplar, Mont.—The Equity Co-operative Ass'n, operating a 40,000-bu. elvtr., is planning to build a flour mill in connection.

Raymond, Mont.—The Equity Co-operative Ass'n has been organized and is negotiating for the purchase of an elvtr. here.

Cleive, Mont.—Harry Wullenwaber, agt. of the Montana Grain Co., was married recently to Miss Anna Isabel Walsh, of Milton, N. D.

Stevensville, Mont.—The Stevensville Flour Mill Co. has placed its recently completed 20,000-bu. elvtr. and 25-bbl. flour mill in operation.

Nashua, Mont.—The St. Anthony & Dakota Elvtr. Co. is building an elvtr. It is not expected to be completed to handle this season's crop.

Hobson, Mont.—The Judith Mfg. Co., which recently built a 25,000-bu. elvtr., is now erecting a 150-bbl. mill. It will be in operation about Oct. 15.

Bainville, Mont.—The Williston Mfg. Co., prop. of an elvtr. here, has overhauled and placed in operation its mill, which has been idle for several months.

Dutton, Mont.—Elvtrs. have been erected this summer by the American Society of Equity and the State Elvtr. Co.—K. Hofta, agt. Rocky Mountain Elvtr. Co.

Grass Range, Mont.—Carl D. Summers and not D. S. Summers is mgr. of our company, which has a capital stock of \$20,000.—Equity Co-operative Ass'n.

Harlem, Mont.—The Johnson, Reed & Ekegren Elvtr. Co. is building a feed mill in connection with its elvtr. It will have a grinding capacity of 60 bus. per hour.

Moore, Mont.—The Farmers Elvtr. Co. has re-opened its elvtr., which has been closed for the past 2 months. N. E. Norman, of Conrad, has been placed in charge.

Archer, Mont.—On Aug. 23, by order of the court, 30 days' notice was published of the application for dissolution of the Archer Farmers Union. The notice will expire on Sept. 28.

Kremlin, Mont.—The Montana & Dakota Elvtr. Co. does not operate an elvtr. here as shown in the List of Rocky Mountain Grain Dealers.—D. C. Tschache, agt. Montana & Dakota Elvtr. Co., Hingham.

Kolin, Mont.—C. A. Veiths is mgr. of the 30,000-bu. elvtr. of the Equity Co-operative Ass'n and Mr. Nash is agt. of the 20,000-bu. elvtr. of the Montana Elvtr. Co.—A. Netteland, agt. Rocky Mountain Elvtr. Co.

Wolf Point, Mont.—The Winter-Truesdell-Ames Co. has just completed and placed in operation the 30,000-bu. elvtr. for which it let contract to T. E. Ibberson. Phil Dougherty has been employed as grain buyer.

Geraldine, Mont.—A 20,000-bu. elvtr. will be built at once by the Farmers Elvtr. & Mfg. Co., of which W. H. Waidman is pres. and C. Shannon, mgr. A mill, of 100 bbls. per day capacity, will be built soon after.—X.

Helena, Mont.—In reply to a request from the state railway commission for an opinion, Attorney General S. C. Ford Sept. 14 ruled that the commission has no authority to compel a railway to grant elvtr. sites on its right-of-way.

Rozeman, Mont.—E. W. Jahnke has been appointed supt. of the state grain laboratory here, succeeding B. W. Whitlock, who resigned to accept a position with the federal government. Mr. Jahnke had been Mr. Whitlock's ass't.

Lambert, Mont.—The Montana & Dakota Elvtr. Co. operates a 25,000-bu. elvtr. at this station, with P. A. Eck as agt. The other grain dealers here are Grain Growers Co-operative Elvtr. Co. and the Occident Elvtr. Co. as shown in the List of Rocky Mountain Grain Dealers.

Missoula, Mont.—The Ravalli Cereal & Flour Mill Co. placed its new 500-bbl. flour mill and 200-bbl. cereal mill in operation Sept. 20. The plant is equipped with Barnard & Leas machinery. The company recently bot the 100,000-bu. elvtr. and other buildings of the Montana Flouring Mills Co.

Red Lodge, Mont.—The Treasure State Grain & Seed Co. bot and took possession Sept. 10 of the elvtr. and business of the Rock Creek Farmers Elvtr. Co. H. S. Anderson, formerly of Stanford, is general mgr. J. H. Hyatt, who was mgr. of the Rock Creek Farmers Elvtr. Co., intends to engage in the wholesale produce business, on his own account, at some point in the west not as yet definitely decided upon.—H.

Hingham, Mont.—The International Elvtr. Co. has completed the 35,000-bu. elvtr. for which it let contract to T. E. Ibberson. The Imperial Elvtr. Co. has just completed a 20,000-bu. house. This station now has 5 elvtrs. and two other grain companies are seeking sites here. More applications for elvtr. sites, on this part of the Great Northern, have been made than can possibly be supplied at this time.

NEBRASKA

McGrew, Neb.—O. E. Adcock is now agt. of the Platte Grain Co.

Carroll, Neb.—Geo. E. Roe is now mgr. of the Farmers Union Ass'n.

Thayer, Neb.—I am now agt. of the Updike Grain Co.—L. C. Keller.

Hastings, Neb.—C. W. Frank is now agt. of the E. Stockham Grain Co.

Woodville, Neb.—T. A. Aggar is now agt. of the T. B. Hord Grain Co.—T.

Solon, Neb.—The Farmers Elvtr. Co. will build a 30,000-bu. elvtr. this fall.

South Bend, Neb.—I will be at Manley for a short time.—W. B. Essick.

Loup City, Neb.—The Farmers Elvtr. Co. has completed its new elvtr.

Tarnov, Neb.—F. W. Kusek is now mgr. of our company.—Farmers Elvtr. Co.

Wausau, Neb.—The Equity Co-operative Exchange will erect a 50,000-bu. elvtr.

Paul, Neb.—I am now agt. for A. B. Wilson at this station.—M. Ulmschneider.

Nora, Neb.—I am now agt. of the Nye Schneider Fowler Co.—Tom McElwain.

Barney sta. (Peru p. o.), Neb.—Sam Cox is now agt. of the elvtr. of A. B. Wilson.

Adams, Neb.—The Central Granaries Co. is building a lumber shed near its elvtr.

Wayne, Neb.—A new scale has been installed in the elvtr. of the Farmers Elvtr. Co.

Hubbard, Neb.—We have purchased the elvtr. of Thos. Long.—Duggan & Heffernan.

Hallam, Neb.—John G. Schwartz is now agt. of the Wright-Leet Grain Co.—Wm. Burk.

Wilcox, Neb.—W. A. Petteys is now mgr. of the Farmers Grain & Shipping Ass'n.

Uehling, Neb.—G. W. Hout is now mgr. of our company.—Farmers Mercantile Ass'n.

Creighton, Neb.—Seth Jones and Louis E. Mann have painted their elvtrs. at this station.

Greeley, Neb.—R. M. Kinsman, of Omaha, is the new mgr. of the Farmers Elvtr. Co.

Liberty, Neb.—W. S. McGaffey, of Virginian, is now agt. of the Wright-Leet Grain Co.

Venango, Neb.—The Farmers Elvtr. Co. is building an elvtr. G. H. Birchard has the contract.

St. Paul, Neb.—Dale Kipp is now employed at the elvtr. of the Farmers Grain & Supply Co.

Marquette, Neb.—The T. B. Hord Grain Co. has taken over the elvtr. of the Shannon Grain Co.

Grafton, Neb.—Thos. Purcell is now agt. of the Hynes Elvtr. Co.—E. F. Real, mgr. Real Grain Co.

Barneston, Neb.—J. G. Norcross has taken over the elvtr. of H. H. Norcross. J. C. Goering is agt.

Shippee siding (Wilsonville p. o.), Neb.—Earl Hanning is now agt. of the J. W. Anderson Grain Co.

Osceola, Neb.—W. E. Pearson has succeeded Claus H. Anderson as mgr. of the Farmers Elvtr. Co.

Orchard, Neb.—The Farmers Elvtr. Co. will install a Hall Signaling Grain Distributor in its elvtr.

Ithaca, Neb.—Hugo Steen is now agt. of the Duff Grain Co.—R. M. Railsback, agt. Railsback Grain Co.

Humphrey, Neb.—Louis E. Krajicek is now employed at the elvtr. of the Nye Schneider Fowler Co.

Huntley, Neb.—J. A. Brown, of Alma, is the new mgr. of the Farmers Elvtr. Co., succeeding R. D. Cole.

Glenwood Park (Kearney p. o.), Neb.—Repairs have been made on the elvtr. of the Farmers Elvtr. Co.

Dubois, Neb.—Robert Cox is mgr. of W. H. Hill & Co., who have taken over the elvtr. of O. C. Stepanek.

Brule, Neb.—Fred Williams is now agt. of the Trans-Mississippi Grain Co.—Leo Martin, agt. at Ogallala.

Syracuse, Neb.—J. R. Stanley is now agt. of the Duff Grain Co.—F. S. De Long, mgr. Farmers Elvtr. Co.

Kennard, Neb.—The Farmers Grain & Lumber Co. is building a brick engine house for its new engine.

North Platte, Neb.—The C. F. Iddings Co. is out of the grain business here.—Coates Lumber & Coal Co.

Gladstone, Neb.—The O. Vanier Grain Co., of Fairbury, recently took over the elvtr. of W. G. Van Buren.

Ogallala, Neb.—A scoop shoveler is buying grain at this station.—Leo Martin, agt. Trans-Mississippi Grain Co.

Broken Bow, Neb.—F. J. Bahr, prop. of an elvtr. here, has leased and will operate the Globe Mill in connection.

Alliance, Neb.—We have succeeded J. Rowan. A scoop shoveler is buying some grain here.—Rowan & Enright.

Hampton, Neb.—The T. B. Hord Grain Co. has succeeded the Shannon Grain Co.—F. H. Cox, of J. M. Cox & Son.

Putnam sta. (Beatrice p. o.), Neb.—J. G. Norcross has taken over the elvtr. of H. H. Norcross. Carl Lensenmier is agt.

Johnstown, Neb.—We are out of the grain business since our elvtr. burned down a year ago.—Johnstown Lumber Co.

St. Mary, Neb.—The elvtr. of the Wright-Leet Grain Co. is closed at present.—F. Scheberle, mgr. Farmers Elvtr. Co.

Wellfleet, Neb.—I am now agt. of the J. Tidball Lumber Co., which operates an 8,000-bu. elvtr. here.—K. V. Douglas.

Superior, Neb.—W. F. Niehaus, who has been with the Nye Schneider Fowler Co. for more than 20 years, has resigned.

Douglas, Neb.—The Bartling Grain Co. is again operating its elvtr., which had been leased to L. L. Coryell.—Forest Blaufen.

Craig, Neb.—J. J. Bennett is now mgr. of the Farmers Union and Fred E. Ericson is agt. of the Holmquist Grain & Lumber Co.—H.

Rohrs sta. (South Auburn p. o.), Neb.—The elvtr. of the Farmers Elvtr. Co. has been extensively repaired and will now be painted.

Dodge, Neb.—R. F. Misek is now agt. of the Nye Schneider Fowler Co., succeeding Emil Vitek, who has been called to the army.

Lebanon, Neb.—G. W. Miles, of Grafton, is in charge of the elvtr., which the J. W. Anderson Grain Co. recently bot from S. A. Austin.

Cook, Neb.—The elvtr. of the Cook Mill & Elvtr. Co., owned by L. A. Hanks, is closed.—H. R. Proffitt, mgr. J. A. Schoenthal & Co.

Cummings, Neb.—I am building a 12,000-bu. elvtr., which will be ready for business next week.—H. E. Powers, formerly at Wallace.

Nickerson, Neb.—We have succeeded the Crowell Lumber & Grain Co. at this station.—A. P. Coulter, general mgr. C. M. Ward & Co.

Wahoo, Neb.—We will build a new 2-story office, 22x34 ft., which we expect to have completed by Dec. 1.—Farmers Cooperative Co.

Farnam, Neb.—M. D. Stebbins is now agt. of the Nebraska Grain & Mfg. Co. and I am agt. of the Bodman-McConaughy Co.—G. J. Hicks.

Hildreth, Neb.—The Anderson Grain Co., of Holdrege, has bot the elvtr. of the Johnson Grain Co.—Perry McCombs, agt. Duff Grain Co.

Wymore, Neb.—J. W. Gardner has resigned as mgr. of the Farmers Lumber, Grain & Coal Co. to engage in another line of business.

Kearney, Neb.—John Harshburger is not an agt. for the Kearney Flour Mills. At one time he worked for them as an elvtr. man.—G. H. Q.

Irvington, Neb.—The Farmers Union Ass'n incorporated; capital stock, \$25,000; incorporators, Charles Grau, Charles S. Frye, and others.

Madison, Neb.—Nick Schmidt has succeeded J. O. Ostdielk, who resigned after being mgr. of the Farmers Elvtr. Co. for the past 8 years.

Wauneta, Neb.—We are now increasing our capital stock to \$40,000. W. P. Lummis is mgr. of our company.—Equity Merchantile Exchange.

Wakefield, Neb.—Clifford Busby is agt. of the Dolphin-Jones Grain Co., which has succeeded the Saunders-Weststrand Co.—Farmers Elvtr. Co.

Holdrege, Neb.—Vic Wilson is now mgr. of the 16,000-bu. elvtr. of the Holdrege Equity Exchange.—H. H. Mann, agt. Central Granaries Co.

Tobias, Neb.—A scoop shoveler is buying some grain here. The regular grain dealers are the W. T. Barstow Grain Co. and myself.—H. G. Otto.

Stromer sta. (Hastings p. o.), Neb.—Lawrence E. Bird, mgr. of the Farmers Grain & Supply Co., was married Aug. 29 to Miss Hazel L. Harter.

Red Willow (McCook p. o.), Neb.—Wm. McCallum & Co. have been out of business since their elvtr. burned down.—Red Willow Equity Exchange.

Wayne, Neb.—G. Lamberson is making improvements at his elvtr. The dump is being overhauled and improved and the office has been remodeled.

Liberty, Neb.—The Liberty Grain Co. has practically completed the 17,000-bu. elvtr. for which it let contract to the R. M. Van Ness Construction Co.

Murphy, Neb.—The regular grain dealers at this point are the Aurora Elvtr. Co., Carl W. De Maranville, agt., and E. G. Taylor, A. O. Lewis, agt.—A.

Ragan, Neb.—Wm. Bruce has bot the elvtr. of the E. Stockham Grain Co. and it is closed at present.—Albert Anderson, agt. J. W. Anderson Grain Co.

Wallace, Neb.—C. A. Kimey has bot the elvtr. of Harry E. Powers. Geo. W. Zeiger has succeeded A. J. Karraker as mgr. of the Wallace Equity Exchange.

Ohiowa, Neb.—The Farmers Co-operative Union has engaged in the grain business, with Joe Yates as mgr.—Chas. N. Schupbach, agt. Central Granaries Co.

Cullom, Neb.—The Farmers Elvtr. Co. has been organized. Charles T. Peacock is pres. and Ed. Becker, mgr. of the company, which has purchased and taken possession of the elvtr. of the Duff Grain Co.

The GRAIN DEALERS JOURNAL.

Sacramento, Neb.—The Farmers Union Grain Exchange incorporated; capital stock, \$10,000; incorporators, C. W. Buchanan, E. E. Good, and others.

Springfield, Neb.—The regular grain dealers here are Wm. Mueller & Son and our company, of which M. O. Christian is mgr.—Farmers Union Grain Ass'n.

Hebron, Neb.—The Hebron Elvtr. & Shipping Ass'n and the Hebron Grain Co., of which Geo. H. Hayes is mgr., are the only grain dealers at this station.

Roca, Neb.—We operate elvtrs. here and at Saltillo sta. (Roca p. o.), which are the only elvtrs. at these points.—Robt. W. Jark, mgr. Roca Grain & Coal Co.

Sidney, Neb.—Mrs. L. H. Hazle has been appointed mgr. of the local office of the Trans-Mississippi Grain Co., succeeding her husband, who was killed Aug. 18.

Huntsman siding (Sidney p. o.), Neb.—I will be in charge of an elvtr., now under construction here.—Sam H. Gaunt, formerly at Foley sta. (David City p. o.).

Eagle, Neb.—I am wrecking my old elvtr. and will build a 40,000-bu. up-to-date house. The Birchard Construction Co. has the contract.—Geo. Trunkenbolz.

Stromsburg, Neb.—The regular grain dealers here are the Farmers Grain Ass'n, J. A. Olson, mgr., and our company.—C. M. Lindstedt, mgr. Stromsburg Elvtr. Co.

Fordyce, Neb.—The regular grain dealers here are the McCaul-Webster Elvtr. Co., J. Flemming, agt., and the John F. Weststrand Co., of which I am agt.—F. J. Suing.

Superior, Neb.—C. L. Warren, who has been operator for the Vanderslice-Lynds Co. here, is now mgr., succeeding Mr. McCoy, who has gone into the grain business in Idaho.

Foley sta. (David City p. o.), Neb.—I left here Sept. 24 to take charge of an elvtr. at Huntsman siding (Sidney p. o.).—Sam H. Gaut, formerly agt. Nebraska Elvtr. Co.

Polk, Neb.—I am now agt. of the T. B. Hord Grain Co. The Polk Mfg. Co. has just completed a 25-bbl. flour and feed mill. Carl McNeely is mgr. of the company.—J. E. Pelton.

Lorton, Neb.—The Farmers Elvtr. Co. has let contract for a 25,000-bu. elvtr. to the R. M. Van Ness Construction Co. It will replace the old elvtr., which is being taken down.

Bradshaw, Neb.—I have just overhauled my elvtr. and installed a 5-h. p. electric motor in the top to run the cups and elevate, and a 3-h. p. motor to run the cleaner.—J. H. Currie.

Verdigris, Neb.—The regular grain dealers here are the Walrath & Sherwood Lumber Co., J. B. Klappal, agt., and the Crowell Lumber & Grain Co., of which I am agt.—Emil Schreier.

Hemingford, Neb.—A scoop shoveler is operating here. The regular grain dealers here are A. M. Miller and the Central Granaries Co., for which I recently became agt.—O. R. Schumann.

Winnebago, Neb.—Several scoop shovellers are buying grain here. The regular grain dealers are the Holmquist Grain & Lumber Co. and our company.—C. H. Reed, agt. Wilsey Grain Co.

Osmond, Neb.—I am now agt. of the Atlas Elvtr. Co. A. Lundstrom is agt. of the Coleson-Holmquist Co., which took over the elvtr. of the defunct P. B. Mann-Anchor Co.—W. O. Trotter.

Denton, Neb.—Bert Bunnell has succeeded the Harrach & Earl Grain Co. We have just completed a 25-bbl. flour mill in connection with our 25,000-bu. elvtr.—A. C. Olson, mgr. Farmers Elvtr. Co.

Deweese, Neb.—The J. F. Grosshans Grain & Lumber Co. is the only company handling grain here. I am in charge of its elvtr. The Lincoln Grain Co. has been out of business here since the death of Mr. Lowe.—Chas. Scherwitz.

Elwood, Neb.—The Farmers Union has bot the elvtr. of C. B. Seldomridge. J. W. Way is mgr. The other elvtr. here is owned by W. M. Bruce.—A. G. Rector, agt. C. B. Seldomridge, Holdrege.

Potter, Neb.—The Farmers Grain & Mfg. Co. has let contract for a 75-bbl. mill to the Wolf Co. It will be operated in connection with the company's elvtr., of which A. M. Leafdal is now mgr.

Randolph, Neb.—H. Hughes is now agt. of the Atlas Elvtr. Co., B. M. Bruner is agt. of the Crowell Lumber & Grain Co., and Fred Schroeder is agt. of the McCaul-Webster Elvtr. Co.—H. O. Peterson.

Hickman, Neb.—The Wright-Leet Grain Co. has succeeded the Lincoln Grain Co. and J. Liesveld has been retained as agt. J. G. Norcross has succeeded H. H. Norcross and retained J. F. Judah as agt.

Beatrice, Neb.—I have taken over the elvtrs., formerly operated by H. H. Norcross, at Hickman, Barneston and Putnam sta. (Beatrice p. o.), and am running them in my name.—J. G. Norcross.

Hartington, Neb.—The regular grain dealers here are the Dolphin-Jones Grain Co., P. E. Olsen, agt.; Moseman-Heyne Co., F. B. Thomann, agt., and the Holmquist Grain & Lumber Co., R. H. Jenney, agt.

Bertrand, Neb.—Geo. Stiles is the new agt. of W. M. Bruce. We have been in business 7 months and have handled 85,000 bus. of corn and 65,000 bus. of wheat.—J. E. Bailey, mgr. Bertrand Equity Exchange.

St. Edward, Neb.—J. B. Carter has taken over the elvtr. of Carter & Sisson. Otto Oier is mgr. of the recently acquired elvtr. of the Farmers Union Ass'n. I am now mgr. of the St. Edward Elvtr. Co.—J. S. Kennedy.

Hay Springs, Neb.—We have succeeded Henry & Richmond. Our firm is composed of Ed. H. Magowan and Ira B. Richmond. C. J. McGrath is no longer agt. of the Nye Schneider Fowler Co.—Magowan & Richmond.

Palisade, Neb.—Work is progressing on the 30,000-bu. elvtr. for which the Farmers Elvtr. Co. let contract to the R. M. Van Ness Construction Co. J. W. Ouderkirk is sec'y of the company.—E. A. Felzen, agt. Shannon Grain Co.

Ravenna, Neb.—C. M. Hochreiter is now agt. of the Crete Mills. We operate a 60,000 bu. elvtr., 10,000-bu. warehouse and 300-bbl. mill and do a large transit grain business. We expect in the future to use all local wheat in our mill.—Ravenna Mills.

Bennett, Neb.—The Farmers Elvtr. Co. is wrecking its old elvtr. preparatory to building an 18,000-bu. up-to-date elvtr. for which it let contract to the Birchard Construction Co. John Higginbottom is mgr. of the company.—J. A. Schoenthal, Lincoln.

Primrose, Neb.—I am now agt. of the T. B. Hord Grain Co. From Aug. 15, 1916, to Aug. 15, 1917, we bot 27,914 bus. of oats, 47,000 bus. of corn, 8,316 bus. of wheat and 1,000 bus. of rye, which is an increase of about 33% over the previous year.—W. J. King.

Petersburg, Neb.—We have been operating 3 elvtrs. here and are now taking one down. Two annexes of this elvtr. will be attached to our Elvtr. No. 2 to increase the capacity from 18,000 bus. to about 25,000 bus.—E. Schnell, agt. Crowell Lumber & Grain Co.

Wilsonville, Neb.—The regular grain dealers here are the Central Granaries Co., A. E. Best, agt.; Farmers Independent Shipping Ass'n., D. L. McCue, mgr., and our company. Fuller Arnold Austine is out of business.—W. W. McGaw, agt. J. W. Anderson Grain Co.

Sholes, Neb.—Schwartz & Van Camp, operating an elvtr. at Winnetoon, bot and took possession Sept. 4 of the elvtr. of John L. Davis. It was formerly owned by Elmer W. Clossen & Co. A. C. Glasser, former agt., and Wm. Van Camp are in charge of the elvtr. for the present.

Panama, Neb.—Our company was organized and incorporated June 1, with a capital stock of \$10,000. We bot the elvtr. of N. Nieveen and commenced business July 1, with Mr. Nieveen as mgr. J. W. Copley is pres. and R. G. Dickson, secy. of our company.—Farmers Elvtr. Co.

Red Cloud, Neb.—The Diamond Mfg. Co. is out of business. Part of the mill machinery has been moved away and the company is not handling grain. Delaney Bros. are now agts. for the Duff Grain Co. The elvtr. and mill of R. B. Kummer have not been operated for 6 years. The buildings are not on the railroad.—Amboy Mfg. & Elvtr. Co.

Wyoming, Neb.—The Bartling Grain Co. is rebuilding its elvtr. at this point and when finished it will have a capacity of about 12,000 bus. A new Fairbanks-Morse Engine, new leg, boot, manlift and Richardson Automatic Scale will be installed. A concrete dump will be put in and also concrete bottoms in the bins.—E. Withrow, agt.

Ellis, Neb.—We have just completed a 17,000-bu. elvtr., with a 20,000-bu. annex for oats, on our old site. The Farmers Grain Co. has just completed a 30,000-bu. elvtr., with a 15,000-bu. oats annex. While the elvtrs. were under construction the hardest hail ever known in this county completely destroyed the corn in a strip over 100 miles long and about 6 miles wide.—H. E. Foster, agt. Wright-Leet Grain Co.

Hastings, Neb.—The Superior Corn Products Co., of this city and Superior, failed Sept. 7. Liabilities over \$170,000, and it is understood that assets may not amount to \$15,000. The creditors' com'ite, composed of John M. Flynn, St. Joseph, Mo., E. E. Hart, Sioux City, Ia., E. Stockham, Hastings, and two local attorneys rejected a proposition made by the company to allow the assets to remain in the company's possession, and to reorganize, giving creditors stock in the new company to offset their claims. At the request of the creditors A. E. Hockman was appointed receiver.

OMAHA LETTER

Merle Howard, of Niles, Mich., is now associated with his father, F. A. Howard, in the grain business here.

The inspection dept. of the Grain Exchange has been receiving a very large number of samples of grain from outside points, with requests that they may be officially graded.

The recently organized Fisher-Rothschild Grain Co. has been incorporated, with a paid up capital stock of \$15,000, and taken membership in the Grain Exchange. The company is doing a cash grain business, with offices on the 2nd floor of the Grain Exchange Bldg.

The property of the Updike Elvtr. Co., including the elvtrs. and equipment and right-of-way at the Union Stock Yards, has been transferred to Nelson B. Updike. The company is to be liquidated and the business will hereafter be conducted in the name of N. B. Updike.

NEW ENGLAND

Boston, Mass.—The annual dinner of the Chamber of Commerce will be held Oct. 24 at the Copley-Plaza Hotel.

Taunton, Mass.—The petition of the Stanley Wood Grain Co. for the erection of an elvtr. has been denied by the city council.

Boston, Mass.—Justin S. Perkins, for more than 25 years one of the leading grain and hay dealers, died suddenly of heart failure Sept. 8.

NEW YORK

Albany, N. Y.—Plans have been prepared for a 1,000,000-bu. elvtr. to cost \$400,000.

Alexander, N. Y.—W. E. Moulton & Co. incorporated to handle grain, seeds and farm products; capital stock, \$18,000; incorporators, G. S. Haxton, A. T. Waterman and D. F. Taylor.

Airkport, N. Y.—The Western New York Cereal Co. incorporated to handle grain, cereals and feed; capital stock, \$75,000; incorporators, Brayman W. Anthony, Adrian, Mich., R. R. McFall, Morgantown, W. Va., and Chas. F. Benning of this place.

BUFFALO LETTER

The Corn Exchange is installing a flash-light system of calling attention of members, in place of the former bell. The telephones are being changed to a better location and new booths put in.

Thomas J. O'Brien, well known grain man, has been elected sec'y and treas. of the Lake Grain Elevating Ass'n, with offices in the Chamber of Commerce Bldg. Mr. O'Brien, who is successor to the late Walter Voss, will assume his new duties at once.

The Lewis Grain Co. is retiring from business. C. C. Lewis, owner of the company, has with H. D. Gee, of Minneapolis, Minn., incorporated the Gee-Lewis Grain Co., of Minneapolis, Minn., and the Gee-Lewis Grain Co. at this place is a branch of this concern.—Gee-Lewis Grain Co.

We have purchased a large plot of ground on the Buffalo River, with the intention of building when conditions improve. The condition of the material and labor market is such that it is hardly desirable at the present time to start anything. This property is connected with the Buffalo Creek Railroad, which distributes to all railroads.—C. Lee Abell, pres., Marine Elvtr. Co.

NEW YORK LETTER

Stephen J. Hill, Jr., aged 38 years, who represented the old firm of Power, Son & Co. on the floor of the Produce Exchange, died recently.

The Northern Overseas Trading Co. has been organized to take over the business of the Overseas Trading Co., an export company which also does large speculative business in grains. Edward D. Winslow, who recently resigned as consul-general for the United States at Copenhagen, is pres. of the new company. He has been admitted to membership in the New York Produce Exchange and the Chicago Board of Trade.

Axel Hansen, of A. Hansen & Co., Winnipeg, Man., Manuel F. Ruiz, H. W. Bienenstein, of Simons, Day & Co., George C. Meckel, Chas. S. Watson, Thomas W. Kane, grain agt. Erie R. R. Co. and Nicholas J. Campion, of Knight & McDougal have applied for membership in the Produce Exchange. T. Kliatschko, of the Nordisk-Oversaask Handelselskab, Edward D. Winslow, pres. of the Northern Overseas Trading Co., Fred B. Pridmore, of the Harry Gere Co., Inc., and Herbert B. Tasker have been admitted to membership.

NORTH DAKOTA

Barlow, N. D.—The elvtr. of the Powers Elvtr. Co. is being remodeled.

Bowman, N. D.—The Bowman Equity Exchange will erect a new elvtr.

Harwood, N. D.—Harold Sorlie is now in charge of the elvtr. at this station.

Crary, N. D.—I will install a medium size roller feed mill.—H. J. Johnson.

Langdon, N. D.—J. F. Ramage has built a 15,000-bu. up-to-date elvtr. on his farm.

Powers Lake, N. D.—Repairs are being made on the elvtr. of the Farmers Elvtr. Co.

Raleigh, N. D.—The Columbia Elvtr. Co. will rebuild its elvtr., which burned last February.

Killdeer, N. D.—M. Wehner, formerly of Dickinson, is now agt. of the Powers Elvtr. Co.

Portland, N. D.—I have succeeded O. H. Olson as agt. of the Great Western Grain Co.—P. Helin.

Hanks, N. D.—Jos. V. De Jardine will manage the elvtr. of C. O. Highum at this place.—K.

Selfridge, N. D.—The Winter-Truesdell-Ames Co., of Minneapolis, Minn., is building an elvtr. here.

Ayr, N. D.—The International Elvtr. Co. bot the elvtr. of Wm. Halter about Aug. 1.—F. R. Lynch, agt.

Durbin, N. D.—F. H. Colby, of Sykes-ton, has succeeded John Moderow as mgr. of the Farmers Elvtr. Co.

Zahl, N. D.—H. C. Green, of Rushford, Minn., will manage the elvtr. of C. O. Highum at this point.—K.

Edgeley, N. D.—I have succeeded Bert Blouchar as grain buyer for the Powers Elvtr. Co.—G. W. Jogerink.

Aneta, N. D.—W. T. Cameron, formerly mgr. of the Farmers Elvtr. Co., has bot the elvtr. of A. O. Cornwell.

Manfred, N. D.—Lars Hanson, formerly mgr. of an elvtr. at Tuttle, is now mgr. of the Farmers Elvtr. Co. here.

Milnor, N. D.—The Farmers Mill & Grain Co. has re-opened its milling plant, which was closed during the summer.

Michigan, N. D.—G. W. Maxfield, formerly mgr. of the Sharon Mig. Co., has removed to Luceland, Sask., Can.—P. M.

Elliott, N. D.—W. M. Jones, Sr., of Lisbon, has succeeded C. L. Packard as mgr. of the Farmers Elvtr. & Mercantile Co.

Menoken, N. D.—E. C. Andrus, formerly mgr. of the Independent Elvtr. Co. at Elliott, will be mgr. of the Farmers Elvtr. Co. here.

East Fairview sta (Fairview, Mont. p. o.), N. D.—R. Jacobson has bot the elvtr. of the Independent Elvtr. Co., B. L. Hardway, prop.

Northwood, N. D.—Syoren Nilson is now agt. of the St. Anthony & Dakota Elvtr. Co.—P. Helin, agt. Great Western Grain Co., Portland.

Voltaire, N. D.—E. R. Poole has succeeded me as agt. of the Osborne-McMillan Elvtr. Co.—M. C. Anderson, mgr. Farmers Elvtr. Co., Colgan.

New Leipzig, N. D.—We recently took over the elvtr. and feed business of the Independent Elvtr. Co.—F. H. Dettloff, mgr. Slope Grain Co.

Lankin, N. D.—Mr. Holverson will be in charge of the 30,000-bu. elvtr. for which the Spaulding Elvtr. Co. recently let contract to T. E. Ibberson.

Cooperstown, N. D.—George Bowe will be the new agt. of N. J. Olsen & Sons and John G. Steen will be agt. of the Great Western Grain Co.

Wildrose, N. D.—H. C. Scheer & Son, of Hamburg, have bot the elvtr. of C. O. Highum, who is planning to re-engage in the banking business.—K.

Portland, N. D.—J. G. Strand has bot the elvtr. formerly operated by George Enge and will use it for storing and cleaning grain before shipping.

Ardoch, N. D.—The Ely Salyards Co. has taken over the elvtr. of J. J. Heffern Sons. The company's elvtr. at this station burned last December.

Elgin, N. D.—The recently incorporated Slope Grain Co. has taken over the elvtr. and coal business of the Independent Elvtr. Co. J. N. Hougen is in charge.

Sheyenne, N. D.—The regular elvtr. operators here are the Powers Elvtr. Co., Sheyenne Elvtr. Co., Equity Elvtr. & Trading Co. and the Monarch Elvtr. Co.

Beulah, N. D.—Work is progressing on the elvtr. which the Farmers Elvtr. Co. is building on the Northern Pacific. It will be completed to handle this season's crop.

Heil, N. D.—The recently incorporated Slope Grain Co., of Bismarck, has taken over the elvtr. and coal business of Slovarp & Nupen. Erick Slovarp is in charge.

McCanna, N. D.—I am now mgr. of the Farmers Elvtr. Co. This company is not connected with the McCanna Farming Co., which has an elvtr. for its own use. The National Elvtr. Co. also has an elvtr. here.—Carter Pendergast, formerly at Hingham, Mont.

Crystal Springs, N. D.—W. C. Sweeney has succeeded me as agt. of the Powers Elvtr. Co. I am drafted and must report to go to Des Moines, Ia.—F. W. Palmer.

Zeeland, N. D.—The Farmers Elvtr. Co. incorporated; capital stock, \$25,000; incorporators, J. H. Wishek and W. L. Johnson of Ashley; and Adam J. Hezel, of this place.

Karnak, N. D.—The Karnak Grain & Fuel Co., incorporated; capital stock, \$20,000; incorporators, Walter R. Reed, Amenia; P. E. Stroud, Minneapolis, Minn., and others.

Larson, N. D.—W. E. Tucker, formerly grain buyer for the St. Anthony & Dakota Elvtr. Co. at Noonan, has purchased an elvtr. here and will operate it on his own account.

Dresden, N. D.—The Dresden Independent Elvtr. Co., incorporated; capital stock, \$20,000; incorporators, Walter R. Reed, Amenia, P. E. Stroud, Minneapolis, Minn., and others.

Hannah, N. D.—The Hannah Grain & Supply Co. incorporated; capital stock, \$20,000; incorporators, Robert B. Reed, Amenia; E. H. Mirick, Minneapolis, Minn., and others.

Odessa, N. D.—We recently took over the elvtr. and feed business of Slovarp & Nupen. Christ Neuman is in charge.

Slope Grain Co., per F. H. Dettloff, mgr. at New Leipzig.

Makoti, N. D.—We have taken over the elvtr. of the Independent Elvtr. Co. and will handle feed in connection.—Slope Grain Co., per F. H. Dettloff, mgr. at New Leipzig.

Carrington, N. D.—The Osborne-McMillan Elvtr. Co., of Minneapolis, Minn., has

bot the elvtr. and coal sheds of A. E. Ireland & Co. C. M. Iron will be in charge of the plant.

Hamble sta. (Oakes p. o.), N. D.—John Enger has succeeded me as agt. of the Hawkeye Elvtr. Co.—W. S. Trask, mgr. Richmond Equity Exchange, Richmond sta. (Aberdeen p. o.), S. D.

Edgeley, N. D.—The recently incorporated Co-operative Grain Co. has succeeded the Farmers Elvtr. Co. L. P. Ormsby is pres., E. M. Wallrich, sec'y and treas., and I am mgr.—Ernest Steele.

Weaver, N. D.—This station has 2 elvtrs., owned by the St. Anthony & Dakota Elvtr. Co. and the Independent Elvtr. Co., which bot the elvtr. of the Farmers Elvtr. Co., of which I am now mgr.—H. C. Sorenson.

Gladstone, N. D.—The Gladstone Equity Exchange has been incorporated to handle grain and feed. J. S. Robertson is pres. and Wm. Dobie, sec'y and treas. of the company, which operates a 40,000-bu. elvtr.

Hurdsfield, N. D.—The Andrews Grain Co. has installed a cleaner. The Co-operative Elvtr. Co. has installed a Richardson Separator to be used in connection with its other cleaner.—W. M. Thompson, mgr.

Benedict, N. D.—The Farmers Elvtr. Co. has been incorporated by E. W. Newman, of Max; Adolf Benke, of Sawyer, and others. The company has bot the elvtr. of G. B. Martin and employed G. E. Yonker as mgr.

Litchville, N. D.—The Duncan Elvtr. Co. incorporated; capital stock, \$20,000; incorporators, James E. Duncan, T. W. Duncan and others. The company will take over the 40,000-bu. elvtr. of J. E. Duncan.

Colgan, N. D.—The Atlantic Elvtr. Co. is making some improvements in its elvtr. Emil I. Oustad is the agt. in charge. We have made several improvements this summer on our house.—M. C. Anderson, mgr. Farmers Elvtr. Co.

Galchutt, N. D.—Nels A. Grandquist, aged 50 years, grain buyer and mgr. of the Farmers Elvtr. Co., died recently as the result of injuries received when his clothing became caught on a drive shaft. Blood poisoning developed.

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Levant sta. (Manvel p. o.), N. D.—The Levant Elvtr. Co. incorporated; capital stock, \$25,000; incorporators, W. L. Hoover, Walter M. Jones and C. E. Hoover. The company operates elvtrs. here and at Schurmeier sta. (Grand Forks p. o.).

Gilby, N. D.—The Honeyford Supply Co. has taken over the elvtr., formerly operated by the Monarch Elvtr. Co. It has been completely overhauled and new machinery, including a grain cleaner, of 700 bus. per hour capacity has been installed.

Corinth, N. D.—Contract for an elvtr. and coal shed has been let by the Farmers Elvtr. Co. to C. E. Bird & Co. and it is expected that the plant will be finished about Nov. 1. The company was organized last year but did not build on account of poor crops.

Michigan, N. D.—The Farmers Elvtr. Co., of which J. L. Barney is mgr., sustained a loss of about \$500 by fire Aug. 25. The elvtr. of the Monarch Elvtr. Co. burned with a loss of about \$10,000, partly covered by insurance. The office was not destroyed.—N.

Wabek, N. D.—E. F. Davis, 35 years of age, an employee of the Farmers Elvtr. Co., was killed Sept. 17. It is not known how the accident occurred as he was alone at the time. His body, which was badly mangled, was found by a farmer, in the cupola of the elvtr.

Plaza, N. D.—M. B. Ross succeeded H. H. Westlie on Aug. 11 as mgr. of our company. Mr. Jacobson and Mr. Swenson are not connected with it. We will be open for business the whole year and not only part time as was recently reported.—Plaza Equity Elvtr. Co.

Grenora sta. (Zahl p. o.), N. D.—The Farmers Elvtr. Co., which cancelled its contract for the erection of an elvtr., bot and took possession Sept. 15 of the elvtr. of the Occident Elvtr. Co. B. B. Flesjer is mgr. of the company, which has been buying grain and operating a flathouse.

Michigan, N. D.—The fire Aug. 25, which destroyed the elvtr. of the Monarch Elvtr. Co., was started by a sneak, better known as an I. W. W., who tramp this part of the country very deliberately at this time of the year. My loss was about \$50 in clothing.—C. T. Culver, now at Grandin.

Fargo, N. D.—A conference of the officials and agts. of the Andrews Grain Co., of Minneapolis, Minn., was held Sept. 3 in this city. The meeting was called for the purpose of acquainting the mgrs. of the company's branch houses in the state and the northwest, on the working of the new federal food administration regulations involving the sale and storage of wheat, and grain grading measures.

Dawson, N. D.—Work is progressing on the 40,000-bu. elvtr. for which the recently incorporated Southside Farmers Union let contract. Equipment includes hopped bins, 2 legs, full dump platform, Richardson Automatic Scale, with type registering beam, in the cupola. Howe Platform Scales, 20-h. p. oil engine. Berryman is grain buyer. A 7-bin coal shed will also be erected and upon the completion of the elvtr., which is on the Northern Pac., a 50-bbl. flour mill will be constructed, to be operated in connection.—B. G. McElroy, sec'y.

OHIO

Pavonia, O.—Morgan Pittenger has bot a half interest in the elvtr. of Elmer J. Hout.

Grafton, O.—The Bennett Mfg. Co. has increased its capital stock from \$50,000 to \$200,000.

Upper Sandusky, O.—Bowen & Son contemplate the installation of elvtr. buckets and a loading spout.

Mansfield, O.—Samuel Stutz, formerly salesman for the Mansfield Mfg. Co., is now with the Mansfield Hay & Grain Co.

Pulaski, O.—The Farmers Grain & Elvtr. Co. has completed its elvtr., which has been under construction all summer.

Toledo, O.—Joseph Doering, who formerly operated an elvtr. at Antwerp, is now with the grain and seed firm of Southworth & Co.

Brice, O.—We have not sold out and do not intend to sell, all reports to the contrary, notwithstanding.—The Motz Cook Grain Co., J. H. Motz.

New Winchester (Bucyrus p. o.), O.—The recently incorporated New Winchester Elvtr. & Exchange Co. has taken over the elvtr. of J. D. Winters & Co.

Seaman, O.—I have purchased the grain and feed business of Tener & Thompson, and will conduct a grain and flour exchange.—P. N. Harsha, Portsmouth.

Blanchard sta. (Dunkirk p. o.), O.—P. W. Ridenbaugh, who took over the only elvtr. at this station about July 20, is installing an electric motor to replace the gasoline engine.—X.

Mt. Sterling, O.—A blaze recently started in the engine room at our elvtr. and was extinguished by our employes before it did any damage whatever.—C. H. Clark, of Rife & Morris Co.

Columbus, O.—The fall meeting of the Ohio Grain Dealers Association will probably not be held until the first week of November because of the backwardness of the corn crop.

Willshire, O.—Work is progressing on the cribbed elvtr. for which the Willshire Grain Co. let contract to the Burrell Engineering & Construction Co. This elvtr. will replace the one which burned Mar. 28.

Curtice, O.—The Farmers Elvtr. Co., of Rocky Ridge, has bot the elvtr., which H. G. Dehring has owned and managed for 15 years. Norman C. Bunte, who was with Mr. Dehring, has been retained as mgr.

Rossford, O.—Fire Sept. 8 destroyed about 1,000 tons of distillers' dried grain, valued at \$53,000, in the plant of the Larrovo Mfg. Co. The blaze was of unknown origin. The loss is partly covered by insurance. The plant will be rebuilt.

Cambridge, O.—An alleged attempt was made recently to blow up the grain warehouse of F. H. Nicholson, near this place. An infernal machine, with an alarm clock attached, was found in the building. The state fire marshal is making investigations.

Youngstown, O.—Our old elvtr. burned last fall and we have since built another large elvtr. and have 2 smaller buildings. We have a capacity of around 100,000 bus. of grain and 50 carloads of sacked goods.—A. H. Buehrle, pres. Albert H. Buehrle Co.

Columbus, O.—The Capitol Mfg. Co. incorporated; capital stock, \$150,000; incorporators, L. C. Titus, in the elvtr. and grain busines at South Solon and South Charleston, is pres. and general mgr.; James Hunter, vice-pres., and D. L. Thompson, sec'y and treas. The company has taken over the plant of the Hardesty Mfg. Co. and will make extensive improvements.

CINCINNATI LETTER.

The Willey Grain Co., which recently discontinued the grain business, has resigned from membership in the Grain & Hay Exchange.

J. B. Woodin, of the A. C. Gale Grain Co., has been admitted to clerk membership in the Grain & Hay Exchange of the Chamber of Commerce.

A. D. Fisher, who recently became mgr. of the grain and hay firm of J. W. Fisher & Co., has applied for membership in the Chamber of Commerce.

OKLAHOMA

Welch, Okla.—The Mead Grain Co. is installing a Boss Air Blast Car Loader.

Newkirk, Okla.—Eugene E. Thomas has sold his elvtr. and removed to Kansas City, Mo.

Rocky, Okla.—The Farmers & Merchants Cotton & Grain Co. has been dissolved and its plant sold.

Norman, Okla.—J. W. Sheppard has moved to this place from Aline and will engage in the grain business.

Oklahoma City, Okla.—The Creamer Gregg Grain Co. has been incorporated, with a capital stock of \$10,000.

Enid, Okla.—Fred L. Meyer is pres. and B. G. Estill, mgr. of the recently incorporated Oklahoma Flour Mills Co.

Bixby, Okla.—The B. B. B. Elvtr. Co. is remodeling its elvtr. and mill, which will have a capacity of 4 cars per day.—X.

Hobart, Okla.—The Hobart Mill & Elvtr. Co. has rebuilt and placed in operation its plant, which burned more than a year ago.

Altus, Okla.—We are just completing a reinforced concrete working house, 18x30 ft. and 90 ft. high, to which concrete storage will be added later.—Leger Mill Co.

Dover, Okla.—The Farmers Elvtr. Co. has bot the elvtr. of the El Reno Mill & Elvtr. Co. and G. V. Spindle, agt., has been transferred to the company's elvtr. at Apache.

Thomas, Okla.—We installed a 50-bbl. Anglo American Mill and started grinding Sept. 24. We have an elvtr. with a bin capacity of 7,000 bus., in our mill building.—Thomas Mill & Grain Co., Stutzman & Duncan, owners.

Guymon, Okla.—The Guymon Equity Exchange has bot the elvtr., coal, lumber and grocery business of the Jordan Grain Co. and is handling farm implements in connection. The company has a paid up capital stock of \$14,000.—W. H. Grimm.

Ardmore, Okla.—The Shawnee Mill & Elvtr. Co., of Shawnee, is arranging a lease on C. R. I. & P. property on which it intends to erect a small elvtr. and wholesale and retail storage house for its products. The Ardmore Mfg. Co. operates the only elvtr. here at present.—X.

Newkirk, Okla.—Wm. Steiner is pres. and John Strong, sec'y and treas. of the recently organized Producers & Consumers Mfg. Co., which will erect a 250,000-bu. reinforced concrete elvtr., consisting of 8 tanks, and a 750-bbl. mill, 5 stories high. The plant will cost approximately \$250,000.

Alva, Okla.—S. Shelly, formerly mgr. of the Farmers Federation, which sold its elvtr. to Eaton & Orringderoff, has succeeded E. P. Clark, who resigned as mgr. of the Farmers Co-operative Ass'n, which is operating the elvtr., formerly owned by the Woods County Grain & Broom Corn Co.

Carter, Okla.—The Rogers Mills Co. Ass'n completed a 10,000-bu. elvtr., on the W. F. & N. W., in June, and placed W. E. Hunt in charge. G. G. Black has a 17,000-bu. elvtr. on the W. F. & N. W., which was completed the same time. E. G. Black is mgr. The Wichita Mill & Elvtr. Co. operates an 8,000-bu. elvtr., with B. O. Davis as mgr.

OREGON

Portland, Ore.—Municipal grain elvtr. bonds, amounting to \$1,500,000, were sold by the commission of public docks Sept. 6.

Pendleton, Ore.—Contending that a grain inspector should be stationed here to grade wheat shipped thru this point a petition has been sent to the state public service commission setting forth the request.

PENNSYLVANIA

Quakertown, Pa.—Thomas Strawn, grain dealer, died recently, at the age of 79 years.

Wysox, Pa.—The Wysox Produce Co. will equip its elvtr. with a Hall Signaling Grain Distributor.

New Castle, Pa.—The Hamilton Co., handling grain, hay, straw and feed, has discontinued business on account of transportation conditions.

PHILADELPHIA LETTER.

The Quaker City Flour Mills Co. contemplates making extensive alterations in its wheat storage house.

The Taylor & Bourne Co., of Milwaukee, Wis., and H. U. Dean have applied for membership in the Commercial Exchange.

The main offices of the Girard Point Storage Co. will be at Girard Point and the company will hereafter be known as the Girard Point Agt. of the Pennsylvania R. R. Co. The branch office has been located in the Bourse Bldg.

A notice has been posted by the Pennsylvania R. R. Co. thru its Girard Point Freight Agency that effective at once freight charges will be assessed on the seaboard elvtr. weight including dockage subject to minimum prescribed in existing tariffs. Elevation charges will be assessed on the seaboard elvtr. weight including dockage.

SOUTH DAKOTA

Murdo, S. D.—The Farmers Equity Union has been organized.

Chelsea, S. D.—I am now agt. of the Pacific Elvtr. Co.—E. Geist.

Avon, S. D.—Work is progressing on the new elvtr. of Casper Steckler.

Lebanon, S. D.—C. E. Bjornson is building a flour house adjoining his elvtr.

Java, S. D.—The Equity Elvtr. Co. will rebuild its elvtr., which burned in July.

Ravinia, S. D.—Alva Jewell, of Lake Andes, is now agt. of the King Elvtr. Co.

Craven, S. D.—Fire has completely destroyed the elvtr. of the Victoria Elvtr. Co.

Unityville, S. D.—C. A. Lundberg is now mgr. of the Sun Prairie Elvtr. Co.—L. L. Druley.

Blunt, S. D.—Garrett & Leeper have built a new power house and installed a feed grinder.

Montrose, S. D.—The Farmers Elvtr. Co. is installing a new 1,500-bu. Richardson Automatic Scale.

Roslyn, S. D.—The Farmers Elvtr. Co. has erected 350-ton coal sheds in connection with its elvtr.

White Lake, S. D.—The Farmers Elvtr. Co. has built an addition to its elvtr., which it will use for flour.

Bryant, S. D.—The Merchants Elvtr. Co. has bot the elvtr. of Rice & Chapman and employed H. C. Rice as agt.

Columbia, S. D.—W. H. Roberts, formerly mgr. of the Farmers Elvtr. Co. at Brittain, is now mgr. of the Farmers Elvtr. Co. here.

Langford, S. D.—I have installed a new cleaner in my recently acquired elvtr.—Reuben Olson, owner and mgr., Olson Grain Co.

Westport, S. D.—The Electric Mfg. & Grain Co. is operating a 25-bbl. Midget Marvel Mill in connection with its elvtr. and electric light plant.

Fedora, S. D.—The Farmers Union Elvtr. Co. incorporated; capital stock, \$25,000; incorporators, H. T. Zimmerman, Frank O'Neill and Fred Veck.

Webster, S. D.—H. F. Nyman is mgr. of the recently organized Farmers' Equity Society, which has taken over the elvtr. of the Farmers Elvtr. Co.

Hudson, S. D.—I have purchased the elvtr. of the Tiedeman Elvtr. Co. at this place, which has been operated by M. King, of Sioux City, Ia.—B. L. Wilcoxson.

Dupree, S. D.—Work is being rushed on the 25,000-bu. elvtr. for which the Farmers Equity Exchange let contract. It will be completed to handle grain this fall.

Garden City, S. D.—The Farmers Elvtr. Co. has completed and placed in operation its new 50,000-bu. iron clad elvtr., for which it let contract to T. E. Ibberson.

Fairfax, S. D.—Elvtr. owners in this section have placed guards at their elvtrs. to prevent incendiary fires. Two men were seen running from the elvtr. of John G. Combes Sept. 11 and it is thought that they intended to set fire to it.

Como sta. (Arlington p. o.), S. D.—The recently organized Farmers Elvtr. Co. has bot the elvtr. of Geo. P. Sexauer & Son. A. E. Ringham will be retained in charge.

Sitka sta. (Selby p. o.), S. D.—The Farmers Equity Exchange, of Selby, has bot the elvtr., formerly owned by Charles Brady. It will be given a general overhauling.

Westport, S. D.—A. D. Neer, formerly mgr. of the farmers Elvtr. Co., is now traveling representative for the Aberdeen branch of the McCaul-Dinsmore Co., of Minneapolis, Minn.

Dallas, S. D.—The recently organized Farmers Union Elvtr. Co. has let contract for a 25,000-bu. elvtr. to be completed Nov. 1. Work on the building is now progressing rapidly.

Lantry, S. D.—The Farmers Equity Union has erected an up-to-date 20,000-bu. elvtr., which was opened for business Sept. 15. Equipment includes 2 stands of legs, scale dump, automatic scale, cleaner and 15-h. p. engine. J. E. Sever is pres. and G. M. Hague, mgr. of the company.

Richmond sta. (Aberdeen p. o.), S. D.—We are installing a Fairbanks Automatic Scale, manlift, and are repairing and remodeling our 2 elvtrs., on the M. & St. L., which have a combined capacity of 55,000 bus. This station is 9 miles northwest of Aberdeen.—Richmond Equity Exchange, per W. S. Trask, mgr.

Diamond, S. D.—The elvtr., which Ely, Salyards & Co., of Duluth, Minn., were building, to replace the one burned several weeks ago, on Aug. 31 was destroyed by an incendiary fire. The office and engine house were finished and the elvtr. was up about 20 ft. All this and the material on hand was destroyed by the blaze, which was started with the use of oil. This is the 3rd time that the elvtr. at this point has burned. Another effort will be made to erect the elvtr.

SOUTHEAST

Columbus, Miss.—The movement to erect an elvtr. has been abandoned.—X.

Jacksonville, Fla.—The Savage & Hunt Co. has succeeded the Drew & Savage Co.

Macon, Miss.—The Imperial Cotton Oil Co. will build a corn elvtr. Ernest George is mgr.

Thomasville, Ga.—The Brandon Mill & Elvtr. Co. has purchased a Hall Signaling Grain Distributor.

Tallahassee, Fla.—The erection of an elvtr. here is again being considered by the Boosters Club.

Okolona, Miss.—An elvtr. is being erected on the M. & O. The buildings of the old Okolona Oil Mill are being used.

Florence, Ala.—The erection of an elvtr. on the river front is being urged by a com'te, of which C. W. Ashcraft is chairman.

Roanoke, Va.—The 150,000-bu. elvtr., under construction for the Roanoke City Mills Co., will be equipped with Invincible Grain Cleaners.

Donaldsonville, Ga.—The Donaldsonville Grain & Elvtr. Co. incorporated; capital stock \$10,000; incorporators, G. P. Shingler, Thomas Chason and others. The company will build a 50,000-bu. up-to-date elvtr.

Tupelo, Miss.—Work is progressing on the 10,000-bu. corn elvtr., which the Tupelo Oil & Ice Co. is building on the Mobile & Ohio. W. T. Reeves, W. A. Blair, O. T. Trapp, C. M. Moore and W. W. Thompson are interested in the company.

Cairo, Ga.—Contract for a 12,000-bu. elvtr. has been let to the Brandon Construction Co. It will be rushed to completion at a cost of \$10,000. Thomas Wight and Walter L. Wight are at the head of the stock company, which has been organized, to operate the elvtr., which will be located between the tracks of the A. C. L. and the P. & H. Up-to-date equipment will be installed. The handling capacity will be about 700 bus. per hour.

Mobile, Ala.—We do not propose to erect an elvtr. at Choctaw Point as was recently reported. Our proposed development includes only general cargo warehouses and docks.—L. W. Duffee, special engineer, Mobile & Northern R. R. Co.

Blakely, Ga.—The recently organized Blakely Mfg. & Trading Co. incorporated; capital stock, \$10,000; incorporators, C. S. Middleton, R. H. Park, and others. The company will build a 25,000-bu. elvtr., 500-bu. corn meal plant and 50-ton molasses plant.

Atmore, Ala.—The Atmore Mfg. & Elvtr. Co. is building a corn and velvet bean mill. It will use a large elvtr. for handling and distributing both shelled and ear corn and also velvet bean in pod. The bean mill will have a capacity of 15 tons per day and the corn mill will be from 250 to 300 bushels daily capacity.

Jacksonville, Fla.—The 60,000-bu. elvtr., erected by the Florida Grain & Elvtr. Co. at Commodore's Point, was placed in operation Sept. 15. C. W. Zaring is pres., C. M. Lewis, vice-pres., E. W. Fleming, treas., and W. S. Brandon, sec'y and general mgr. of the company. A mill will be operated in connection with the elvtr.

Vicksburg, Miss.—No grain warehouse will be erected here this year. We have made arrangements with private parties to handle the grain that comes in. It is our hope to have an elvtr. erected to handle next year's crop but nothing definite has been done so far.—Young Men's Business Club, per Alfred Rose, pres.

Monticello, Fla.—The Jefferson County Products Co. will have its up-to-date elvtr. and warehouse, now in course of construction, on the Atlantic Coast Line, ready to receive grain this fall. Equipment includes a Hall Signaling Grain Distributor. John Pasco is pres., H. K. Miller, vice-pres., and Leo Majewski, sec'y of the company, which has a capital stock of \$25,000.

TENNESSEE

Union City, Tenn.—The Cherry-Moss Grain Co. has erected a 20x40 ft. warehouse.

Memphis, Tenn.—Pease & Dwyer have moved their office to their warehouse. They will increase their capital stock to \$100,000.

Clarksville, Tenn.—Logan & Bryan, of Chicago, Ill., have established a private wire connection in the Arlington Hotel, with Whitfield Bros. in charge.

Lewisburg, Tenn.—The Lewisburg Mill & Elvtr. Co. has bot the business of the Lewisburg Grain Co. I will put in a corn sheller and plant to handle the large corn crop.—O. T. Bryant.

Memphis, Tenn.—E. E. Anderson has purchased the plant of H. A. Klyce & Co., which has a storage capacity of 50,000 bus. of grain. It is located on the joint track of the Illinois Central and Frisco and also the N. C. & St. L. and L. & N. R. R. Improvements will be made to handle the new corn crop. The corn shellers have a capacity of about 7 cars per day.

TEXAS

Coolidge, Tex.—I buy corn, oats, hay and feeds in car lots to retail.—O. W. Sanders.

Sweetwater, Tex.—W. P. Curtis bot the grain warehouse of the Farmers Union recently at public sale.

Ralls, Tex.—The Townsend Grain Co., of which A. J. Hutchinson is mgr., operates a 15,000-bu. elvtr., which is the only one at this station.

Eagle Lake, Tex.—The Cream of Rice Co., of Chicago, Ill., has bot the elvtr., rice warehouses, mill and other property of the Lakeside Rice Mfg. Co.

Ft. Worth, Tex.—H. B. Dorsey appeared before the state railroad commission Sept. 13 to protest on behalf of the Texas Grain Dealers Ass'n against the proposed advance in demurrage.

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Dallas, Tex.—Our Mr. Doggett recently completed a steel and concrete warehouse. It is not used in connection with our grain business, but is strictly a merchandise house.—Doggett Grain Co.

Eugene M. Elsas, ass't mgr. of the Fulton Bag & Cotton Mills, Dallas, died recently of pneumonia, following an illness of 10 days' duration. Mr. Elsas, who was 34 years of age, had many friends in the grain business thruout the state.

UTAH

Fielding, Utah.—An elvtr. is being erected by the Maney Export Co., of Oklahoma City, Okla. .

Honeyville, Utah.—John S. Jones, mgr. of the new 20,000-bu. elvtr. and mill of the Bear River Mfg. Co., was married recently to Miss Minnie Toone.

Ogden, Utah.—A petition for the involuntary dissolution of the W. O. Kay Elvtr. Co. has been filed in the district court by J. K. Mullen, general mgr.

Tremonton, Utah.—Work is progressing on the 60,000-bu. elvtr. for which the Maney Export Co., of Oklahoma City, Okla., let contract to the Burrell Engineering & Construction Co.

Hyrum, Utah.—The Holley Mfg. Co., of Ogden, is building an elvtr., which will be finished next week. N. J. Larson will be in charge of the elvtr., which is the only one at this station.—X.

Nephi, Utah.—The Globe Grain & Mfg. Co. operates a grain warehouse here and not the Kay Mercantile Co. as listed in the List of Rocky Mountain Grain Dealers. E. R. Alton is agt. for the Utah territory south of Salt Lake City.

Ogden, Utah.—Ground was broken Sept. 10 in West Ogden by the Globe Mfg. & Grain Co. for the first unit of the plant, which is expected to be completed by Jan. 1, at a cost of about \$500,000. It will include an elvtr., consisting of 20 grain tanks, of 600,000 bus. capacity, and a flour mill, of 2,500 bbls. daily capacity.

WASHINGTON

Prosser, Wash.—No grain elvtr. is being erected at Prosser this season.—X.

Pleasant View, North Yakima (p. o.), Wash.—No grain elvtr. is being erected at this station.—X.

Creston, Wash.—The Creston Union Grain Co. has increased its capital stock from \$10,000 to \$25,000.

Olympia, Wash.—The Vancouver Mfg. & Grain Co., of Vancouver, B. C., has appointed the Loren Grinsted Co. as resident agt.

Mt. Vernon, Wash.—The Mt. Vernon Grain Co. incorporated; capital stock, \$10,000; incorporators, E. P. and Anna E. Nelson.

Okanogan, Wash.—I will build a new warehouse, as there is only one here, and there are several cars of grain to be shipped out.—J. E. Bowles.

Pomeroy, Wash.—Fred Mathies has been appointed resident agt. of the recently incorporated Pacific Grain Co., which took over the business of the M. H. Houser Co.

Huntsville, Wash.—We did not engage in the grain business here as the deal fell thru. The plant here was bot by E. S. Isaacs, according to report.—Dement Bros. Co., Walla Walla.

Whitstran sta. (Grandview p. o.), Wash.—E. W. Frye & Co. completed their up-to-date 50,000-bu. elvtr., on the branch of the Northern Pacific, about Aug. 10, at a cost of \$14,000. The elvtr., which is the first to be erected in the Yakima Valley, is 3 stories high. It is 90 ft. above the ground, has a 10-ft. basement and a base, 38 ft. square. Equipment includes up-to-date machinery for handling incoming grain, a wagon dump and automatic scales to take care of 1,000 bus. an hour. One receiving bin is installed and 4 hopper bins.

Riverside, Wash.—F. S. Farnsworth & Co. have purchased the grain warehouse of C. E. Blackwell & Co. and will handle grain, hay and coal. Mr. Farnsworth will have active charge.

WISCONSIN

Boyd, Wis.—The Boyd Produce Co. operates the only elvtr. at this station.—X.

Deerbrook, Wis.—Hirt Bros. will install a Hall Signaling Grain Distributor in their elvtr.

Forestville, Wis.—Extensive improvements are being made in the elvtr. of Froemming & Busse.

Sheboygan, Wis.—Simon Grassner, prop. of a 10,000-bu. elvtr., has been suffering from blood poisoning.

Eagle Point, Wis.—The Clark Grain & Fuel Co. has sold its coal business here to John H. Rheingans.

Greenleaf, Wis.—The Knauf & Tesch Co., of Chilton, has broken ground for a 15,000-bu. elvtr. and 32x76 ft. warehouse.

Wittenberg, Wis.—The Johnson Mercantile Co. will build an elvtr., warehouse and feed mill at a cost of about \$15,000.

Emerald, Wis.—The newly organized Emerald Farmers Exchange has purchased the elvtr. of the New Richmond Roller Mills Co.

Centuria, Wis.—The Centuria Equity Exchange has been organized, with a capital stock of \$5,000, by James S. Helmberg and others.

Rio Creek, Wis.—Extensive improvements are being made in the elvtr. of Froemming & Busse. Eli Gigot has been employed as mgr.

Sawyer, Wis.—The Farmers Elvtr. Co. of Sturgeon Bay has bot the elvtr. of B. Lyon here and the feed, seed and flour store of John B. Davis at Sturgeon Bay.

Burlington, Wis.—The Burlington Feed Co., which recently sold its property to a canning company, has purchased buildings on the Soo, which it will convert into an up-to-date elvtr. and warehouse.

Marshfield, Wis.—The Dodge-Hooker Mills has bot the warehouses, formerly owned by the Cereal Mills Co., on the Omaha. S. Rasmussen will remain in charge. Flour, feed, hay, seeds and other products will be handled in connection with the grain business.

MILWAUKEE LETTER.

The members of the Chamber of Commerce will vote Sept. 28 on amendments to rules changing commission rates on wheat and rye.

R. F. Zimdars, of the Armour Grain Co., of this city, and James K. Johnson, of Waterloo, have been admitted to membership in the Chamber of Commerce.

E. E. Price, an experienced Wisconsin grain dealer, is representing the Milwaukee grain firm of Owen & Brother Co. on the road in Minnesota and Dakota.—Owen & Brother Co.

The Armour Grain Co. has taken out a permit to erect a 3-story mill building, 21x75 ft., at Cherry and Commerce Sts., to cost \$7,500, as a grinding mill addition to its oat cereal plant, which formerly was operated as the Eagle Mill by John B. A. Kern & Sons, Inc.

WYOMING

Basin, Wyo.—Fire Sept. 4 at the Basin Alfalfa Mill caused a loss of more than \$8,000.

Newcastle, Wyo.—I will not build an elvtr. this fall as the wheat and oat crop is cut off here.—A. C. Church.

Buffalo, Wyo.—The Pelissier Elvtr. Co. completed and opened its elvtr., on the Wyoming Ry., for business Sept. 17.

Cody, Wyo.—The Cody Flour & Feed Store has completed arrangements for conducting an elvtr. and milling business at the Shoshone Mill. C. E. Hayden will be in charge.

Lost Springs, Wyo.—We intend to build an elvtr. on the C. & N. W. as soon as we secure a lease on a site. At present we are loading direct into cars.—C. C. Bowell, mgr. Lost Springs Co-operative Ass'n.

The Canadian Wheat Control.
FROM ADDRESS BY J. C. GAGE, RETIRING PRES.
WINNIPEG GRAIN EXCHANGE.

The government of Canada took into conference representatives of the producers and also of the trade, and especially of the Grain Exchange. The government heard all that our most experienced members had to say about the marketing of grain, and as a result of these negotiations the government of Canada created a body called the Board of Grain Supervisors for Canada, and clothed it with certain authority by an order-in-council under the Defence of the Realm act.

This board is not a great buying corporation like that of the United States, on the one hand, and on the other it is not intended to usurp any of the functions proper to the Board of Grain Commissioners. The board is a regulating body, not an operating body. Its primary functions are: First, to regulate the price at which grain shall be bought and sold during the period of its existence; and, second, to regulate the distribution of the grain so that the grain will go to the Canadian people and the Allied powers. It has sometimes been said that the board has power to commandeer all the grain in Canada. It has no such power; it cannot go to the farms, for example, and commandeer the wheat there, and its power to commandeer at elevators is a power to enforce the price it has set.

If the owner of the grain that is in an elevator refuses to sell at the price set, the board has power then to take the grain at that price.

It has sometimes been said that this board is a grain exchange body. Five of the eleven members of the board are not members of the Winnipeg Grain Exchange. Of these five, one is the pres. of the Canadian Council of Agriculture, one is the representative of the unorganized farmers, two represent labor organizations in eastern Canada, and the fifth represents the remaining body of eastern consumers. Of the six members of the board who are also members of the Winnipeg Grain Exchange, one is the president of the Grain Growers' Grain Co., one is the pres. of the Wheat Export Co. which buys for the Allies, and one represents the flour milling interests. It is a very curious mind that supposes that these three members represent the Winnipeg Grain Exchange on the Board of Grain Supervisors. It is safe to say, indeed, that the Winnipeg Grain Exchange has had but two representatives upon the board.

The board, in accordance with its authority, has fixed prices upon Canadian wheat. It has also, in conjunction with Mr. Hoover's department, put into effect the regulation of the export of wheat between Canada and the United States. It has prohibited future trading, which is no longer necessary when prices are fixed, and it has organized ways and means for seeing that its decisions and plans for price and distribution are properly carried out.

WE DERIVE a great deal of benefit from the Grain Dealers Journal and regard it as being one of the most valuable assets to our business.—Bramham Grain Co., by B. C. Bramham, Union City, Tenn.

Seeds

CAIRO, GA.—The Wight Seed Co. has been formed by Walter L. Wight and T. W. Woods, to handle field and garden seeds.

CALDWELL, I.DA.—The Holt Seed & Grain Co. has succeeded the Pacific Seed & Grain Co., and B. M. Holt is pres. and general manager.

MEMPHIS, TENN.—The Russell Seed Co. has succeeded the Russell-Walker Seed Co., and will handle all kinds of seeds and poultry supplies.

LA GRANGE, ILL.—The Suburban Seed Co. has been incorporated with \$10,000 capital stock by Albert W. Bivans, Alfred H. Morgan, and Elihu D. Watt.

ST. LOUIS, Mo.—The A. W. Schisler Field & Garden Seed Co. has succeeded the Kaecher-Schisler Field & Garden Seed Co., A. W. Schisler having bot a controlling interest.

CARLTON, TEX., Sept. 21.—Sudan seed crop almost a total failure; will have to buy seeds from the north and east; will have good demand for Nicaragua seed wheat.—B. E. Miller.

SPOKANE, WASH.—The Spokane Seed Co. has taken over the warehouse adjoining its present house on the O. W. R. & N. R. R., giving 17,000 ft. additional floor space. New cleaning machinery will be installed for handling grass seed.

SECY OF AGRICULTURE Houston on Sept. 20 authorized the purchase of 25,000 bus. of seed corn in northern and northeastern Texas for sale to farmers in counties of that state where the corn crop this year was a failure. The corn will be sold at around \$3 per bushel to cover the cost and expense of distribution.

MEDIA, ILL.—The E. G. Lewis Seed Co. has been incorporated with \$30,000 capital stock by Edgar G. Lewis and others. Grass and field seeds will be added to its line; and a 2-story building, 60x100 ft. will be erected adjoining its present plant.

DULUTH, MINN.—Receipts of flaxseed at this market during August were 76,036 bus., compared with 175,734 bus. during August, 1916. Shipments were 241,868 bus., compared with 755,425 bus. in August, 1916.—Chas. B. Macdonald, sec'y Board of Trade.

HILLSBORO, TEX.—Our aim is to encourage the planting of seeds particularly adapted to our soil and climatic conditions. We devote considerable time to this and the results have shown a very material increase in the crops.—M. C. Wood Seed & Floral Co.

ST. PARIS, O.—We have just finished moving our offices into new quarters on Springfield St. where we now expect to open up a wholesale and retail seed store, using the upper portion of the building for offices and the lower floor for seed store purposes. We intend to finish our store dept. up with up-to-date conveniences.—Duncan Seed, Hay & Grain Co.

TOLEDO, O.—Clover seed has not enjoyed much war prosperity. Prices are relatively lower than grain. Bulls think short crop and no imports justify fifteen or sixteen dollar seed. Wheat acreage is very large. That should mean a big Spring demand for seed. Crop late and spotted. Acreage generally short. Quality mixed. Receipts have been extremely

light. They are usually largest in October. Bears are looking at the price and the large stock here. Large dealers like to see prices depressed in the Fall when the crop is moving. They like an advance in the Spring. War is bullish on clover and bearish on timothy. We generally import the former and export the latter. Timothy crop short, but stocks old seed large. September shortage being gradually filled here. Strong parties principal longs here and Chicago.—C. A. King & Co.

BUY LABELED SEEDS is a suggestion of the Department of Agriculture. In the case of field and forage crop seeds, including cereals, corn, cowpeas, and soy beans, the label securely placed on the sack or container should convey the following information: 1. Name of seedsmen. 2. Kind of seed. 3. Proportion of pure live seed present, with month and year of germination test. 4. Country or locality of origin in the case of the following imported seeds: Beans, soy beans, Turkestan alfalfa, and red clover from southern Europe and Chile. Following conferences with the Department of Agriculture, the Wholesale Grass Seed Dealers' Ass'n and the American Seed Trade Ass'n at their conventions this summer approved furnishing the above information with all lots of field seeds of 10 pounds or over. Later 77 seedsmen, including most of the larger dealers, have individually agreed to adopt this plan.

From the Seed Trade.

BISMARCK, N. D.—Our section has produced very little grass or clover seed of any kind and a short crop of other field seeds altho the quality of the grain is in most cases very good. We do not anticipate much change in acreage for next year, except in wheat which will probably be larger.—Oscar H. Will & Co.

CRAWFORDSVILLE, IND.—Acreage of clover is about the same as last year tho probably slightly decreased. First hulling returns show a normal yield for this section. We think the total output in our vicinities will be slightly decreased this year. Timothy is being threshed only in limited amounts but shows up good quality. The amount produced in our sections this year will be about the average of the past three or four years. The weather is excellent for saving all varieties of seed.—Crabbs Reynolds Taylor Co.

MEMPHIS, TENN.—The crop of seed oats this year has turned out to be of excellent quality, in fact, about the nicest we have ever seen grown. We have received some rust proof, appler and fulghum oats that would test from 34 to 36 pounds, and up as high as 40 lbs., and were harvested without any rain damage. Our seed wheat is unusually fine, as well as southern rye and barley, altho the crop of winter barley was very short. We will have excellent seed corn. We never saw any grown as fine. We have Vardaman stooing, Mosby and red cob that will show a yield of over a hundred bushels an acre. Also, the crop of Mexican June is unusually fine. We are equipping our plant now to take care of a large volume in this line, as well as shell a large quantity of corn for export purposes. Some sections of Tennessee have a very good clover crop, and the shipments we have received have been of unusually good quality. The alfalfa seed are late coming on the market.—Russell Seed Co.

ST. JOSEPH, Mo.—The acreage of timothy seed this year was about 40% of one year ago but the yield is some larger, making about one-half compared with one year ago. The threshing is nearing completion and the seed has been marketed freely as it was threshed. We think the carryover will be very small this year. The clover crop will be very short, not more than about one-fourth of last year's. The alfalfa seed crop is also short, not more than one-third of what it was last year and is being picked up by the dealers and jobbers as fast as it is being threshed. The quality is not quite so good as the last season.—Farber Seed Co.

FRIENDS of B. C. Christopher & Co. are being remembered with a highly colored silken apple of utility as a pin cushion.

The Biggest Corn Crop on record, and 15 Days Late Meaning— Immature Corn Soft Needing Drying

HESS DRIERS and CONDITIONERS

will save and preserve that corn. Are you equipped? Better inquire now, before the corn is on hand.

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Moisture Testers and
Grain Sieves Also

The GRAIN DEALERS JOURNAL.

Grain Carriers

THE SOUTHERN PACIFIC has on order 65 locomotives costing \$2,500,000.

BAD ORDER cars are so common at Buffalo that the railroad companies have established a bureau on leaking cars.

THE PER DIEM interchange rate on freight cars of 60 cents is to be continued in force three months longer, until Dec. 31.

AN EMBARGO has been placed on all shipments to Baltimore by the Baltimore & Ohio Railroad Co., on account of congestion.

LAKE SEAMEN threaten a strike Oct. 1 to get the right to organize and to give union officials the privilege of boarding vessels.

GRAIN CARGOES not being available four steamers regularly in the export trade out of Boston have been sent to the St. Lawrence River.

THE CAR SHORTAGE had been reduced to 31,591 on Sept. 1, against a shortage the latter part of April of 148,627 cars, and 37,062 on Aug. 1.

THE NAVY DEPARTMENT and the Shipping Board each are striving to control the operation of the merchant marine being built by the government.

RATES ON GRAIN, grain products and by products are not affected except to a slight extent by the increase made about Sept. 20 by the carriers on articles taking class rates between Central Freight Ass'n territory points.

AT THE PRESENT TIME hundreds of empty cars are still being rushed into the South to assure the prompt movement of all government orders for lumber. Hundreds of other "empties" are going into the Central States to protect the grain crop, the transportation of which is now being complicated by the fact that during the next six weeks, when the grain movement will be at its height, the railroads will be obliged to run a large number of special passenger trains to carry the 687,000 citizen soldiers to the cantonments.—Fairfax Harrison, chairman Railroads War Board.

THE LAKE CARRIERS' ASS'N held a conference with Julius H. Barnes at Cleveland, O., Sept. 10 and agreed on a rate of 4½ cents per bushel on grain from the head of Lake Superior to Buffalo. The winter storage rate will be fixed later. The government will direct the movement of the grain, which will be pooled, but the brokers will handle the tonnage and loading as usual. The brokers will share in the earnings on the basis of their chartering in the last five years, and have organized the Duluth Grain Charter Corporation to handle the government's pooled grain. H. H. Dunham is pres. of the corporation. Under a new B/L, adopted and accepted by Mr. Barnes, the carrier shall make no claim for any overrun in the outturn of cargo and assumes no responsibility for shortage or difference in weights, but the carrier shall allow a fixed amount of one-quarter bushel in 1,000 as tare, the same to be deducted from the freight at market price at the port of destination on the day of unloading. All grain on board is to be delivered and freight is to be collected on the outturn weight.

THE INTERSTATE COMMERCE COMMISSION has suspended the proposed increase of 3 cents per 100 lbs. in the rate on wheat from Omaha and Kansas City to Jackson and Meridian, Miss., until Dec. 18.

THE EMERGENCY FLEET CORPORATION of the government has let contract for 40 steel freight steamers of 9,000 tons each to the Merchant Shipbuilding Corporation to be built at Bristol, Pa., in 18 months.

THE UNITED STATES SHIPPING BOARD has contracted with the Submarine Boat Corporation for the construction of 200 steel cargo vessels of 5,000 tons each, work on the first 50 to be started at once at Newark Bay.

Decision in Reconsignment Case.

A tentative decision by Atty.-Examiner C. V. Burnside on the reconsignment charge has just been announced by the Interstate Commerce Commission. The examiner found:

The service of reconsignment is necessary, and should be provided for by the carriers at charges based upon cost, including a reasonable profit.

Proposed charges for change in the name of consignor not justified.

Proposed charge of \$2 per car for reconsignment in transit prior to arrival of shipment at original destination justified.

Proposed charge of \$2 per car for reconsignment at original destination on order received by the carrier in time to permit instructions to be given to yard employees prior to arrival of shipment not justified.

Proposed charge of \$2 per car for stopping carload shipments in transit to be held for orders prior to reaching original destination justified.

Proposed charge of \$5 per car for reconsignment at original destination on orders received by carrier after arrival or too late to permit instructions to be given to yard employees before arrival justified; but carriers should give shippers advance notice of arrival at reconsigning points of shipments extraordinarily delayed.

Proposed charge of local tariff rates for movement of carload shipments within switching limits after placement for unloading justified.

Proposed charge of \$2 per car for reconsignment within switching limits before placement for unloading on orders received within 24 hours after arrival justified.

Proposed charge of \$5 per car for reconsignment within switching limits before placement for unloading on orders received more than 24 hours after arrival justified.

Proposed application of charge for reconsignment service regardless of method of freight rate construction justified.

Proposed regulations prohibiting reconsignment to a point or points formerly under embargo, when the shipments are forwarded from point of origin prior to termination of embargo, justified.

Proposed regulations for reconsignment of grain at Pittsburgh disapproved as unduly prejudicial to Pittsburgh.

Secretaries Confer with Food Administration.

At Chicago, Sept. 19, Julius H. Barnes, pres., and Frank G. Crowell, vice pres. of the Food Administration Grain Corporation, conferred with Geo. A. Wells, sec'y of the Western Grain Dealers Ass'n; D. L. Boyer, sec'y Missouri Grain Dealers Ass'n; John W. Shorthill, sec'y Nebraska Farmers Grain and Live Stock State Ass'n; C. F. Prouty, sec'y Oklahoma Grain Dealers Ass'n, and H. B. Dorsey, sec'y Texas Grain Dealers Ass'n.

The interest of the country shippers, and the difficulty of competing with millers under the price control were fully explained by the secretaries. The food administration officials expressed their belief the country shippers were entitled to protection against unfair competition; and as a result of the mutual understanding the secretaries have mapped out a line of action.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com's'n the carriers have made the following changes in rates:

Monon in Sup. 14 to 933-F further post-pone effective date to Oct. 30.

Western Trunk Lines in Sup. 35 to 1-M gives rules, regulations and exceptions to classifications, effective Oct. 1.

Lehigh Valley on Aug. 20 cancelled C-4526 applying on grain at and east of Buffalo to stations on the B. & M.

C., R. I. & P. in Sup. 19 to 17020-E names rates on grain and grain products between Eastern points and stations in Arkansas, effective Sept. 1.

D. T. & I. in 1202 advances rates on grain and grain products from its stations to Eastern and New England points and points in Virginia and Canada, effective Oct. 1.

C. & A. in 16204 gives rates on grain from its stations in Iowa to Atchison, Kan., Kansas City, Mo., Leavenworth, Kan., and St. Joseph, Mo., effective September 1.

Monon in Sup. 25 to 5577 gives minimum carload weights and rates applying on grain and grain products from its station points in the Eastern states and Canada, effective Oct. 1.

M. K. & T. in Sup. 10 to 4600 reduces rates on grain and grain products from Kansas, Missouri and Oklahoma to Louisiana, Mississippi and Tennessee points, effective Sept. 5.

Monon in Sup. 18 to 449-L gives rate bases and billing instructions on grain and grain products from its stations to Virginia common points and Hagerstown, Md., effective Oct. 1.

C., St. P., M. & O. in Sup. 33 to 148-A names rates on grain products from Minnesota and South Dakota points to Minnesota, Iowa, Nebraska and Missouri points, effective Sept. 1.

Monon in Sup. 15 to 5789 names joint and proportional rates on grain from its stations to Virginia common points via Louisville, Ky., also minimum carload weights, effective Oct. 1.

C. R. I. & P. in Sup. 13 to 28930-A names rates on grain and grain products between stations in Kansas, Missouri, Nebraska, Oklahoma, Texas, Iowa and New Mexico, effective Sept. 10.

C. R. I. & P. in Sup. 32 to 12349-E advances rates on grain and grain products from stations on its lines in Iowa, Minnesota and South Dakota to stations in Arkansas and Louisiana, effective Oct. 1.

M. K. & T. in Sup. 9 to 4323-D reduces rates on grain and grain products from points in Illinois, Kansas, Missouri and Oklahoma to points in Louisiana, Alabama and Mississippi, effective Sept. 5.

C. St. P. M. & O. in Sup. 28 to 1779-H gives rates on grain and grain products from St. Paul, Minn. Transfer, Duluth, Superior, Superior East End or Itasca to St. Louis, Mo., and Springfield, Ill., effective Oct. 1.

C. St. P. M. & O. in Sup. 9 to 4600 advances rates on grain and grain products from points in Iowa, Minnesota, South Dakota and Kansas to points in Kansas, Missouri, Nebraska and South Dakota, effective Oct. 1.

C. R. I. & P. in Sup. 45 to 14871-F reduces rates on grain, grain products, and other commodities named between Memphis, Tenn., and stations in Arkansas and Louisiana, also from stations in Louisiana to Memphis and stations in Arkansas, effective Oct. 15.

C. & E. I. in 7575-B names local, joint and proportional rates on grain, grain products, broom corn and seeds from its stations in Illinois, also Cairo, Ill., via M. & O. to stations in Illinois, effective Oct. 16.

A. T. & S. F. in Sup. 10 to 5655-W names joint proportional rates from points in Kansas, New Mexico and Oklahoma; also Superior, Nebr., to Galveston, Port Bolivar and Texas City, Tex.; when for export, effective Sept. 28.

A. T. & S. F. in Sup. 9 to 7481-E gives rates on grain products and seeds, carloads, from stations in Colorado, Kansas, Missouri and Oklahoma; also Superior, Neb., to points on lines of participating carriers, effective Sept. 21.

C. R. I. & P. in Sup. 14 to 10757-M gives rules and regulations governing carloads of grain and grain products at stations in Arkansas, Colorado, Kansas, Louisiana, Nebraska, Oklahoma, Memphis, Tenn., and Missouri river points, effective Sept. 15.

Buffalo Grain Rate Decision.

The Interstate Commerce Commission has found as follows in the complaint by the Buffalo Chamber of Commerce against the Buffalo Creek and other railroads:

Ex lake rates on grain and grain products, domestic and export, from Buffalo to the Atlantic seaboard and interior points in the same general territory are not found to be either intrinsically unreasonable or unduly preferential of Chicago to the prejudice and disadvantage of Buffalo.

The maintenance of ex rail reshipping rates on domestic and export grain from Chicago to the Atlantic seaboard and interior points in the same general territory, when rates the same in kind are not contemporaneously maintained from Buffalo to the same territory, is, however, found to be unduly preferential of Chicago to the undue prejudice and disadvantage of Buffalo.

The defendants' refusal to accord transit service for the same charge at points east of Buffalo on grain moving from Buffalo as they accord at the same points on grain from Chicago, Toledo, Detroit, Cleveland and Sandusky, is found to be unduly prejudicial of Buffalo.

The defendants are required to submit for examination and approval a schedule of ex rail reshipping rates on domestic and export grain from Buffalo, and also a schedule of amended transit services and charges free from the inequalities herein found to exist.

The decision is a substantial victory for the grain men.

Thirty Day Limit Not Required.

M. H. Houser, agent of the Food Administration Grain Corporation, Portland, Ore., has issued the following with regard to the suggestion by the food administration that warehousemen limit storage by rubber-stamping receipts with authority to ship after 30 days:

There has been more or less confusion and misunderstanding regarding this clause.

The food administration does not require that this particular clause be inserted, but it does and will require that no storage be given anywhere beyond thirty-day period, excepting for the food administration. In other words, as an illustration, if the food administration find it necessary to retain wheat at certain points, warehousemen will receive special instructions to do so for the account of the food administration.

The using of this clause was suggested to the elevator men and warehousemen for their own protection. The food administration do not care how they reach that point, but they are required to abide by

the thirty-day limitation, and in order to protect themselves, the use of that clause was suggested.

Arrested for Complying with Food Control Suggestion.

The agent of the Great Western Grain Co., at Menoken, N. D., was arrested Sept. 1 by Sheriff French on complaint of Attorney-General William Langer, charging that in violation of the provisions of Article 73 of the Political Code, North Dakota Compiled Laws, he willfully and unlawfully as a warehouseman inserted in a certain warehouse storage receipt issued by him, language limiting and modifying his liability as imposed by the laws of this state, such insertion being in the manner and form as follows:

"It is agreed that if grain represented by this receipt shall remain in storage beyond the period of 30 days after date hereof, the undersigned warehouseman is authorized to sell the same to the nearest terminal market for sale for the best price obtainable, and shall pay over the proceeds to the holder of this receipt, less lawful storage and other charges."

It was at the suggestion of the Hoover food control that the elevator agent inserted the new clause, and many other

elevator operators in North Dakota and other states who have added this clause to their receipts will await the decision in this case with interest.

Attorney-General Langer says: It is my contention that Food Administrator Hoover's 30-day storage clause is illegal and that debates at the time the law was passed shows that the congressmen and senators desired to exempt farmers and the law as passed actually does exempt farmers from the hoarding provision.

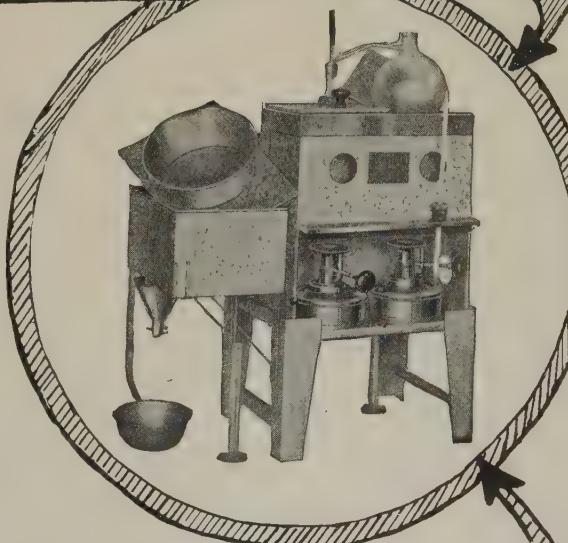
IT LOOKS AS IF THE FARMER HAD DECIDED TO HOLD HIS GRAIN FOR DECIDEDLY HIGHER PRICES AND THERE IS AN ELEMENT OF DANGER IN THIS, ESPECIALLY THE POSSIBILITY OF PEACE, WHICH MAKES THE PRESENT SITUATION A MOST INTERESTING ONE, AND WE ARE NOT TRYING TO GUESS IT.—W. H. Perrine & Co.

ESTIMATES that have been compiled of the principal crops in India show a total yield of 34,079,000 tons of rice, 10,160,000 tons of wheat, and 520,000 tons of flaxseed for 1916-17, as compared with 32,824,000 tons of rice, 8,518,000 tons of wheat and 476,000 tons of flaxseed in 1915-16.

Official Brown-Duvel Moisture Testers

Made strictly in accordance with Government specifications. Used by all Grain Inspection Departments, and grain elevators everywhere.

Prompt Delivery now. This tester will save you a lot of money in handling wheat and corn. Ask for catalog No. 21.



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SEED TRADE REPORTING BUREAU Postal Telegraph Bldg., CHICAGO, ILL.

Supreme Court Decisions

Mortgage on Crops.—Where a mortgage on crops grown in 1915 was executed in 1914, the legal title never passed by virtue of the mortgage, but, at most, only the equitable right to subject the crops to payment of the debt secured.—*Butler Cotton Oil Co. v. Collins*. Supreme Court of Alabama. 75 South. 975.

Evidence of Condition of Maize.—Testimony of witnesses, not shown to be experts, that in their opinion maize, claimed to have been injured in ears, was ruined by being rained on while in the field on the ground, is nothing more than a guess, and inadmissible.—*Patterson & Roberts v. Quanah, A. P. R. R. Co.* Court of Civil Appeals of Texas. 195 S. W. 1163.

Arbitration.—Under agreement to arbitrate, providing that the arbitrators are fully authorized and empowered to determine and make a decision on all questions in controversy of every kind and character submitted hereunder, the arbitrators could not, by a rule of their own, limit their powers.—*Whitney Co. v. Church*. Supreme Court of Errors of Connecticut. 101 Atl. 329.

Passage of Title to Shipment.—Where the order for goods contained the clause, "Terms: Draft with B. L. payable upon arrival and examination of goods," and they were consigned to "shipper's order," the title to the goods did not pass to the buyer until he paid and took up the draft.—*Isbel-Brown Co. v. Stevens Grocer Co.* Supreme Court of Arkansas. 175 S. W. 1158.

Non-Delivery of Consignment.—Where goods are shipped to the consignor's order with directions to notify purchaser thereof, the carrier will not be relieved of its duty to exercise due diligence in caring for goods because of the fact that the consignee is derelict in his duty to receive the goods.—*Stoddard Lumber Co. v. Ore. Wash. R. & N. Co.* Supreme Court of Oregon. 105 Pac. 303.

Right to Recover Demurrage Charges.—Where the consignee voluntarily paid demurrage for two years, he could not recover at common law, and therefore can recover only under Interstate Commerce Act Feb. 4, 1887, c. 104, 24 Stat. 379, if at all, either by an application to the Commission or a suit in the federal courts.—*Henry L. Hunter v. N. Y. & H. R. Co.* Supreme Court of New York. 166 N. Y. Supp. 237.

Transaction on Margin.—Where a stock-broker contracts to carry stock upon margin, an agreement is implied that it shall not be sold to prevent the exhaustion of the margin until additional margin shall have been requested, and a reasonable time afforded for furnishing it, and a sale of the stock without notice to the owner is a breach of the broker's contract.—*In re Berberich's Estate*. Supreme Court of Pennsylvania. 101 Atl. 461.

Workmen's Compensation Law.—Under Workmen's Compensation Law, § 20, giving Commission power to determine all questions in relation to payment of claims, section 23 making its award conclusive on all questions within its jurisdiction, section 26 providing that if payment of compensation be not made by employer within ten days after due insurer shall be liable therefor, section 54, subd. 1, providing that every insurance policy shall give Commission right, by making it party to original application, to enforce liability against it and section 54, subd. 2, making orders against employer for payment of compensation binding on insurer, Commission has power to determine whether policy has been canceled.—*Skoclois v. Vincour*. Court of Appeals of New York. 116 N. Y. N. E. 1004.

Freight Claims.—Although the shipper did not make a claim for damages to goods shipped over its railroad within the time provided by the B/L, where the claim filed was retained by defendant almost a year without protest, and defendant placed its refusal to adjust—upon distinct grounds, it waived the right to insist after plaintiff had incurred the expense of litigation on other defenses that the claim was not filed within such time.—*Ithaca Roller Mills v. Ann Arbor R. Co.* Supreme Court of Michigan. 163 N. W. 934.

Error in Code Message.—Where a telegram is partly in code but bears enough plain English on its face to apprise the telegraph company that it is a business message, and the company's manager in charge where the telegram was received knew it was a business message, altho he did not know its details, the company was charged with sufficient notice of its importance, and with notice that a failure to transmit the message correctly would probably lead to consequential damages and the telegraph company is liable therefor.—*Shawnee Milling Co. v. Postal Tel. Cable Co.* Supreme Court of Kansas. 166 Pac. 493.

Monopolies.—Defendant and two others, each the owner of a large quantity of wheat in store in the spring, entered into a pooling agreement to hold their wheat together for the purpose of controlling the market and forcing up the price. If either wished to sell any part of his holdings, he was to first offer it to the other parties. After the price had advanced, one of the other parties desiring to sell 920,000 bushels, defendant bought it under the agreement, to be still held subject thereto, agreeing to pay about 40 cents a bushel above what was the market price when the agreement was made. He made payments of something more than such former market price, and gave two notes for the remainder of the agreed price. Held, that the notes, the only consideration for which was the profit made by the seller as a direct result of the illegal agreement were invalid, and not collectible in his hands.—*Interior Elevator Co. v. Leiter*. U. S. Circuit Court of Appeals. 237 Fed. 149.

Another Contradictory Food Order.

Frank L. Carey, agent food administration, at Minneapolis, Minn., Sept. 20, issued the following order to grain shippers, which does not harmonize with the letter from his superior, Julius Barnes, reproduced elsewhere in this number of the Journal:

From all points taking the same rate of freight to Minneapolis and Duluth, all spring wheat must be shipped to Minneapolis.

Shipment of spring wheat must take preference over all other grain.

No shipments of spring wheat should be made to country mills without your first being sure that proper authority has been given by the milling division of the U. S. Food Administration to such country mills to receive spring wheat.

All orders received from country mills should bear the milling division U. S. Food Administration requisition number on which shipments from you are to apply. When shipments are made this office should be advised of the car number, grade, weight of car capacity, destination and requisition number against which shipment applies.

If any difficulty is experienced in obtaining cars, notice should be given to this office promptly stating the point at which cars are required and the number necessary to move wheat actually on hand and corrective measures will be applied promptly.

All amber durum of grades 1, 2 and 3 should be shipped to Minneapolis. All other durum should be shipped to Duluth—these instructions to apply to points having the same freight to both markets.

THE EXTENT of the export demand for cash oats in the near future will be the price making factor.—L. W. Forbell & Co.

Contradictory Orders by Food Controllers?

Bulletin No. 2 sent out from Kansas City by A. J. Hunt, approved by D. F. Piazzek, agent Food Administration, informing millers who had signed the agreement with the Food Administration Grain Corporation, that they would be expected to buy grain only from the corporation, led H. B. Dorsey, sec'y of the Texas Grain Dealers Ass'n, to believe that the grain dealer has no outlet for his wheat except to the Grain Corporation, and that a grain dealer could not sell to a local miller, nor ship outside of his own zone.

Mr. Dorsey wrote Hoover at Washington and received the following reply from Julius H. Barnes of New York:

Will you please be a little patient to let us work out these problems along with the others that are pressing, as fast as we can. The zones created were created for reporting purposes only, and not for commercial operations, and if you get this idea perhaps you will not be so alarmed about our trying to upset established natural conditions and about any injustice being done your grain and milling interests.

I imagine something of this is based on a misapprehension of what our zone system means, so I repeat it was only for tabulation of weekly reports of movements and stocks, thru our zone offices.

We have fully in mind the truth of what you write, that, if we can save transportation charge out of a section and back again later, it is a decided gain and we have some plans, thru which we hope to reduce this burden of transportation.

What I want to emphasize to you and everyone in the trade is that we are depending on the whole-hearted co-operation of the trade in making this plan a success. The basic principle of our plan is that the general price level which has been established shall not be disturbed. That means that the basic farm prices at the different terminals shall not vary throughout the year. I quite realize that mills at certain points can during the crop rush buy their wheat at freight discounts under the terminal prices and later in the year may have to bring back wheat that costs them terminal prices plus freight. The underlying principle of our whole plan requires that the mills shall not with this situation disturb the price bid at their local points which should remain the same throughout the year regardless of the cost of what extra surplus is brought in to eke out their supply.

The moment we get away from that principle we re-open the whole fluctuating level of prices again and introduce the various factors that make grain handling hazardous.

Continuing Mr. Dorsey says:

The regulations seem to put the grain man entirely out of the wheat business, unless he sells his wheat to the grain corporation, as it would seem to prevent the miller from buying from grain dealers, even the nearby wheat, which they so much desire, and as many of the Texas millers, and I presume it is so all over the United States, are short on wheat supplies, and since the farmer seems to be sitting down on his wheat, as well as the grain dealer, some of the mills have expressed themselves as being fearful of a crisis in their milling business, as they do not see how they are to secure supplies of wheat and comply with the rules of the Food Administration, and they as well as others look for chaotic conditions.

THE QUESTION IS, What is the grain man going to do. Does he feel that the war will justify the Government in confiscating his business, including the facilities that he has prepared to handle his business, and does he feel that loyalty to the Government requires him to acquiesce in such a ruling? Had we all better read the Food Control Law and study it, then comply with the Law, but if the rules are contrary to the Law, then what should the grain man do?

What does such a rule as indicated in this circular from Mr. Hunt mean to the grain trade, and is it in accordance with the Law and authority of the Government? Can a Constitutional right between American citizens, that of contract, be abridged?

A crisis seems to be confronting the grain man, and his right to use the facilities that he has worked so hard to obtain, and which is a necessity in handling wheat from the farmer to the mill seems to have been swept away at one stroke.

What, if anything, should the grain man do, or what, if anything, can he do, when the right to make a living for his loved ones seems to have been very greatly affected?

Mr. Dorsey is unduly alarmed. The regulations complained of were issued to the millers who are parties to a special contract not to the grain dealers, and the grain dealers are in no way bound thereby; nor have any regulations been issued to control the grain dealers, except that wheat and rye dealers must have licenses. The wheat elevator that has a license must make a weekly report on wheat, corn, oats or anything else the Food Administration may require a report upon. But the wheat elevator is absolutely free to buy and sell at any price, at any time, at any place.

The restrictions of which Mr. Dorsey complains apply only to those millers who have signed the agreement with the Food Administration Grain Corporation. Millers who have signed the agreement can buy wheat anywhere at any time, provided they faithfully observe two clauses in the agreement, namely, to pay no more than the food control price, and to pay the Corporation one per cent on their purchases, wherever made. In return for this commission the Corporation agrees to protect the miller against loss by a decline in the market below the food control price, by taking his product off his hands at the established price.

Canadian Grain Regulations.

Orders governing the grain trade have recently been issued as follows:

It is hereby ordered by the Board of Grain Supervisors for Canada that owners or operators of country elevators shall furnish to the Board of Grain Supervisors such information as is required on Form No. 10: That the first return shall be on grain received into the elevator up to the 15th Sept., 1917, and thereafter to the 15th and last day of each month; and that all such returns shall be addressed to the Board of Grain Supervisors for Canada, 905 Union Trust Building, Winnipeg. Elevators failing to make such returns, or failing to give accurate returns will not be able to collect carrying charges on street wheat.

All purchases of wheat between the 12th Sept. 1917, and 31st Aug., 1918:

1. For shipment east of Fort William and Port Arthur.

2. For shipment west of Calgary and Edmonton.

3. For shipment from Duluth.

4. For all-rail shipment east of Fort William and Port Arthur.

5. For Canadian mills.

6. For Wheat Export Co.

shall be reported to the Board of Grain Supervisors for Canada, the report to show the name of purchasers, for and from whom purchased, quantities, grades and prices, and be made in such form as may be directed.

The reports will be made on forms which can be obtained from and must be returned to the Clearing House, 547 Grain Exchange, Winnipeg.

Reports of purchases must be made, or mailed before the hour of 10 a. m. on the day following the date of purchase.

1. Upon all wheat purchased by or for the flour mills in Canada, between the dates of 12th Sept., 1917, and the 31st day of Aug., 1918 (both inclusive), there shall be paid by the purchaser a sum of 2 cents per bushel to the Board of Grain Supervisors for Canada.

2. Upon all Canadian wheat exported between the dates of 12th Sept., 1917, and the 31st Aug., 1918 (both inclusive) there shall be paid by the exporters a sum of 4 cents per bushel to the Board of Grain Supervisors for Canada; which sums shall be collected by the Lake Shippers' Clearance Ass'n as agents of the Board of Grain Supervisors for Canada.

THE PITTSBURGH Grain and Hay Exchange is now furnishing car condition reports upon shipments to that market, according to information received from C. G. Burson, Sup't and Traffic Manager.

Supply Trade

RESULTS, not rates, are the real measure of advertising value.—*Class.*

STATESVILLE, N. C.—The new mills of the Sterling Mills, Inc., have specified Invincible Scouring Machines in their contract.

SALT LAKE CITY, UTAH.—The Western office of the Imperial Belting Co., Chicago, has been moved to this city from Portland, Ore. J. P. Carney is in charge.

JANESVILLE, Wis.—The Townsend Mfg. Co. was recently incorporated, capital stock \$125,000, to manufacture gas engines. The company will build a shop addition 60x200 feet to be ready at the end of the year.

ST. LOUIS, Mo.—A booklet that will prove of more than passing interest to the grain dealer, especially the country man, is Bulletin 220, published by the Walter A. Zelnicker Supply Co. This bulletin will be sent to Journal readers upon request.

ST. LOUIS, Mo.—The Walter A. Zelnicker Supply Co. has just secured the services of J. C. Bryan. Mr. Bryan for many years has been connected with some of the leading manufacturers of the country. He will be associated with the equipment department of the Zelnicker Co.

CHICAGO, ILL.—The most recent books issued by the Link-Belt Co. are Nos. 342 and 246. The former gives illustrations and descriptions of casings for Link-Belt Silent Chain Drives. The latter covers Link-Belt Electric Hoists. The company will gladly send either or both of these booklets to Journal readers who request them.

SCHEECTADY, N. Y.—The General Electric Co. has prepared and is distributing a loose leaf binder containing five of its latest bulletins on wires and cables. Every user of wires and cables should have a copy of this handy guide, as it contains valuable information regarding every phase of this particular branch of the electrical industry.

SILVER CREEK, N. Y.—S. J. McTiernan, for many years St. Louis representative of the Huntley Mfg. Co., and for the past year manager of the company's Chicago office, has been appointed general sales manager to succeed W. K. Miller. Mr. McTiernan has been connected with the selling of grain elevator machinery for many years and his many friends in the trade will be pleased to hear of his most recent promotion.

NEW YORK, N. Y.—Owners of grain elevators are always interested in the matter of permanent and positive protection against fire. The "Pursuit of Safety," a handsomely prepared booklet of thirty-nine pages, issued by the Automatic Sprinkler Co. of America, covers this subject very thoroly. It shows that sprinkler systems supply a character of protection which is not in many senses comparable with any other known method of fire control. Readers of the Journal should have this booklet, and it will be sent them upon request.

THE FLOUR BUYER of the Wheat Export Co. has been authorized by the food administration to continue the buying of export flour until Oct. 10.

TAYLOR & BOURNIQUE CO.

PHILADELPHIA, PA.

Elevators Chicago and Milwaukee

SHIPPERS OATS AND CORN

Quality and Uniformity

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If you wish inside facts concerning the grain business before you every Monday morning, you will subscribe now.

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TERMINAL ELEVATORS:
Kansas City

OTHER BRANCHES AT:
Omaha Oklahoma City Fort Worth
Galveston New Orleans
New York

Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$2.75.

GRAIN DEALERS JOURNAL

315 So. La Salle Street CHICAGO, ILL.

Put Your Name

where everyone identified with the grain trade will see it and keep it there.

THAT IS IN THE

Grain Dealers Journal

OF CHICAGO

Patents Granted

1,239,396. Art of Cleansing Grain. Martin W. Hunt, Portland, Ore. A confined mass of grain in continuing movement is subjected to the powerful hydraulic action of a continuing flow of liquid, and quickly thereafter the grain and liquid are separated so as to render their contact substantially momentary.

1,239,315. Alarm for Grain Bins. (See cut.) William E. Stine, Padroni, Colo. With an inlet spout is combined an alarm normally disposed out of the path of flow of materials thru the spout, and a deflector plate connected to the alarm, the plate being movable by the weight of the excess materials in the receptacle to dispose the alarm beneath the end of the spout to be directly actuated by the flow of material therefrom.

1,239,490. Conveyor. (See cut.) William T. James, Chicago, Ill. In a material handling apparatus, a pair of opposing carriers, each composed of a pair of chains, a conveyor bucket pivotally mounted between the carriers, and a bar between the carriers located adjacent the bucket, for stopping the bucket in both its loaded and unloaded positions, and so constructed as to permit the bucket to right itself into operative position after discharging its contents.

1,238,886. Automatic Weighing Machine. (See cut.) Willis Clothier, New Castle, Del. The machine includes a spout having an opening therein, a gate movable to close the opening, a receptacle for receiving material passing thru the spout and opening, means on the receptacle for normally holding the gate open, and means operative by impact of the grain prior to passing out of the opening to move the receptacle downwardly to effect the closing movement of the gate.

1,239,456. Dust Collector. (See cut.) Allen C. Brantingham, Toledo, O., and Lewis R. Key, Guelph, Ont., Canada; said Key assignor to Huntley Mfg. Co., Silver Creek, N. Y. A cyclone dust collector provided with concentric particle receiving passages having intake openings disposed in longitudinal succession, and a central vertically open duct for the cleaned air from which the receiving passages therealong have successively removed the centrifugally thrown particles.

1,239,397. Machine for Cleansing Grain. (See cut.) Martin W. Hunt, Portland, Ore. Combined with a casing provided with drainage, a foraminous cylinder and

a revolute frame within the cylinder, is a washing chamber communicating with the interior of the cylinder, means for supplying a flow of grain thereto, and means for supplying a flow of detergent liquid under high pressure to the grain within the chamber, and provision for discharge of the cleaned grain and liquid.

1,238,956. Seed Corn Tester. (See cut.) Earl Glenard Tjossem, Des Moines, Ia. A box with a removable cover is provided with a supporting member, which includes a loop adapted to encircle and receive an ear of corn at points spaced from the ends thereof, there being forwardly projecting members at the ends of said loop, extensions on the forward ends of the members arranged at right angles to the members and secured to the box, and extensions at the end of the first extensions inclined toward the loop.

1,239,066. Cleaner for Conveyor Belts. (See cut.) Conrad A. Winters, Anaconda, Mont. The cleaner comprises a drive pulley for engaging the under surface of the lower run of a conveyor belt, a beater structure connected to the drive pulley for actuation thereby, and a basic member carrying both the pulley and the beater and provided with means for adjustment toward and from the conveyor belt; the beater being provided with blades of flexible material with each blade having a backing of spring material adapted to yield to the impact of the blade on the belt and to return the blade to the normal position after leaving the belt.

1,239,863. Combination Freight and Grain Car. (See cut.) Elmer J. Beebie and Clide C. MacGregor, Flint, Mich. A bottom dump mechanism for cars, combining a hopper bottom having flanged discharge openings and chutes swiveled to the flanges of the discharge openings, and means to form a flat bottom, thereby converting the bottom dump car into a freight car; and a grain car door consisting of two sections, one of which is hinged at the bottom of the door opening and fitted with guides at its opposite ends in which the other section is adjustably mounted, and means whereby the hinged section may be tilted upwardly, when the other section is lowered completely in its guides.

1,239,216. Grain Drier. (See cut.) Oliver W. Randolph, Toledo, O. The combination of a drier body, having a pair of opposite sides each provided with a multiplicity of diamond shaped openings, and a multiplicity of screens, the end portions of the screens fitted and secured to the flanges of the units forming the diamond shaped openings of the sides, diamond shaped closure units, one for each screen, the closure units being secured to close the ends of alternate horizontal rows of screens that are connected to the inlet side, and to close the ends of the other

horizontal rows that are connected to the outlet side, means to deliver heated air into the screens that are open in the inlet side, and means to regulate the passage of grain thru the drier body.

Elevator Men Meet Food Administrators.

At a conference between Julius H. Barnes and Frank G. Crowell of the Food Administration Grain Corporation with grain elevator operators from different terminal markets the food administration officials suggested a rate of one cent for elevation and 15 days' storage, one-thirtieth of a cent per day thereafter, $\frac{1}{2}$ cent for transfer; $\frac{1}{4}$ cent for cleaning and $\frac{1}{8}$ cent per bushel for running, based on terms offered by some railroad elevators.

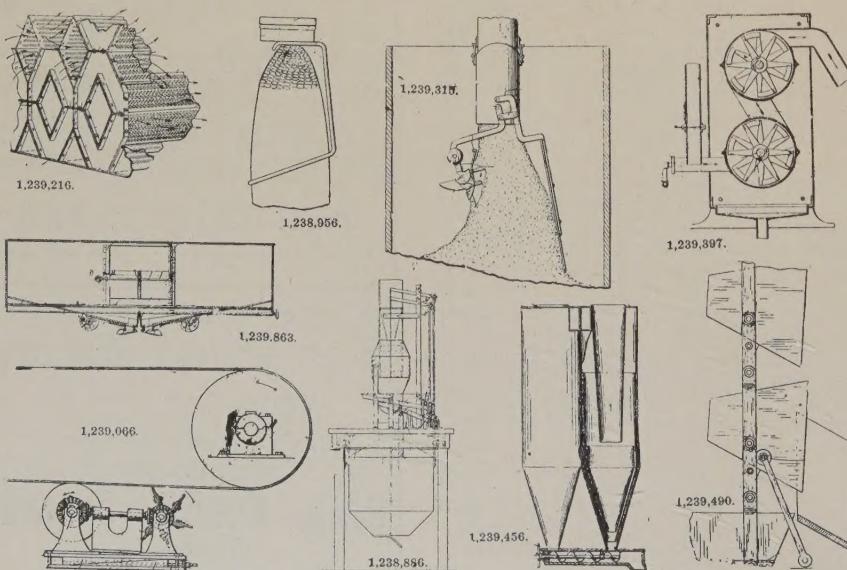
The conference which began on the morning of Sept. 18 at Chicago was adjourned at noon and resumed at 5:30 p.m.

The morning session developed that the operating costs in different cities and at different plants varied greatly. At the time of the noon adjournment it was expected that on resuming the conference the elevator men would report some conclusion as to a fair charge; but, on account of the higher cost of operating at some points, it was impossible to come to an agreement; and Chairman Barnes at the close of the conference stated that for the present the government would store its purchased grain at the present public rates.

Europe Needs 220,000,000 Bus. from U. S.

Washington, Sept. 20.—France, England, Ireland, Italy and Belgium in peace time import 40 per cent of their wheat. Owing to the reduction in harvest they must during the next twelve months import 60 per cent. In peace times we furnish 8.2 per cent of their breadstuffs; Canada furnishes 11.6 per cent and they draw from other markets 20.2 per cent. This year, the fine exertion of Canada will furnish about 15 per cent, we must furnish 20 per cent and we must reserve 2 per cent for neutrals from whom we draw vital supplies. This leaves 25 per cent which the allies must eke out by use of other cereals in their war bread, obtain from other markets or further reduce consumption. Our 22 per cent means 220,000,000 bushels of wheat against our surplus in this year of short crops of only 88,000,000, if we eat normally. If we reduce our wheat flour consumption from 5 pounds per week per person to 4 pounds, we shall make available our quota.

The food animals among the allies have decreased since the war began by about 33,000,000 head, thus their meat, fat, milk and butter have decreased in the face of increased need. They normally import 30 per cent of their fodders—grains, corn, oats, barley and rye. Owing to the reduction in their harvest they must, this next twelve months, import 56 per cent if they receive the normal amount. In peace times we furnish them under 2 per cent, and Canada under 1 per cent. This year we must alone furnish them with at least 40 per cent, as Canada produces little but wheat. Our quota means 500,000,000 bushels, and we can do it if our great corn and oats crops mature.—Food Administration.



The GRAIN DEALERS JOURNAL.

Insurance Notes.

MOISTURE TESTERS increase the fire hazard when installed in the elevator; and it is recommended that the machines be set up in the office, engine room or elsewhere outside the elevator.

AN ORGANIZED effort to destroy elevators and warehouses in the western part of North Dakota is reported by H. L. Reade, state fire marshal. The fires are too numerous and of such a character as to arouse suspicion.

INSPECTING A COUNTRY ELEVATOR is the title of a booklet of 20 pages containing complete instructions on how to go about inspecting an elevator from the standpoint of fire hazard, and prepared for the use of field men by J. J. Fitzgerald of Fitzgerald & McCotter, western managers Grain Dealers National Fire Ins. Co.

THE PATRIOTIC DUTY of every American to prevent fire is urged upon employees in a card to be hung up on the premises, approved by the National Board of Fire Underwriters and endorsed by the Council of National Defense. Caution is given about matches, smoking, throwing lighted cigars and accumulations of rubbish.

THE GOVERNMENT will not bother with insurance on wheat, says Howard Jackson, vice pres. at Chicago of the Food Administration Grain Corporation. The government is in command of such unlimited resources of money that its operations would not be imperiled in the slightest degree by a loss that would permanently retire a private individual or corporation from the grain business.

THE COUNTRY elevator is too important an institution at this time to be in the hands of any but the most reliable. A fire from any cause will be a calamity; a careless fire will be a crime. We have faith that the policyholders of the "Mutuals" will measure up to their responsibilities. They are the progressive men who have been on the firing line for years striving to check the waste that was eating like a canker into the vitals of their country. They are the disciplined army that must now hold the first line trenches, while those who have been backward are brought up to their standard.—*Our Paper*.

THE PRESIDENT of a company doing manual labor and sustaining accidental injury can recover from an accident insurance company under the workmen's compensation act, is the decision of the Supreme Court of New York in the case of S. W. Bowne v. Globe Indemnity Co. Mr. Bowne is a member of the New York Produce Exchange, owned 560 of the 800 shares of stock in the S. M. Bowne Co., dealing in grain and manufacturing feed, at New York. He was president of the company and received a salary of \$70 per week. In the year previous to the accident the stock owned by Bowne yielded him a dividend of \$30,000. Mr. Bowne stepped on a loose board and his foot was mangled in a

screw conveyor, while he was helping to unload lumber out of a car to be used in making spouting for a new poultry feed mixing machine. In his claim for compensation appear these questions:

"State occupation when injured?" "Unloading lumber." "How long have you worked at this occupation?" "At intervals, 13 years."—162 N. Y. Supp. 244.

FRED CROXTON, Columbus, O., has been appointed food administrator of Ohio by Hoover.

A SUIT asking damages of \$520 has been filed against the Duluth office of the Western Union Telegraf Co. by the Joplin Grain Co., Joplin, Montana, the plaintiff alleging that a message sent by it at 7:25 a. m. was not delivered at Duluth until 4:55 p. m., after the market had closed. Under ordinary circumstances the message should have been delivered at 10 a. m., the plaintiff claims, but as it was the wheat market declined 9¢ during the time required for the transmission of the message.

INCORPORATED 1877

The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents
of same at Cost.

Insurance in Force \$34,010,102.93 Cash Surplus \$540,077.68
H. B. SPARKS, President G. A. MCKINNEY, Secretary

HOME OFFICE: Alton, Illinois
SOUTHWESTERN AGENCY: Railway Exchange, KANSAS CITY, MO.

WATCH YOUR COAL PILE

During the past thirty days we have had a number of small losses that had their origin in spontaneous combustion in coal piles. These fires may be due to the fact that coal stocks are heavier than usual this summer. Be that as it may, soft coal in storage should be examined frequently, and protected from the rains. Where it becomes wet the danger from spontaneous ignition is greatly increased.

Fitzgerald & McCotter

Western Managers
OMAHA, NEB.



C. A. McCotter

Secretary
INDIANAPOLIS, IND

A fire from any cause will be a calamity; a careless fire will be a crime

ORGANIZED 1902

Tri-State Mutual Grain Dealers Fire Insurance Co. Luverne, Minn.

Average Annual Dividend to policyholders 53 PER CENT of the DEPOSIT PREMIUM
Ask about the "TRI-STATE PLAN" for short term grain insurance.
E. H. MORELAND, Secretary

NOTICE TO POLICY HOLDERS

One reason why you should exercise unusual care and diligence in protecting your property against fire is the delay and difficulty you would have in securing repairs or rebuilding owing to War Conditions.

Let us help you with our service on all known hazards.

MUTUAL FIRE PREVENTION BUREAU Oxford, Michigan

REPRESENTING:

MILLERS NATIONAL INSURANCE CO.
Of Chicago, Ill.

WESTERN MILLERS MUTUAL FIRE INSURANCE CO.
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PENNSYLVANIA MILLERS MUTUAL FIRE INSURANCE CO.
Of Wilkes Barre, Pa.

MILL OWNERS MUTUAL FIRE INSURANCE CO.
Of Des Moines, Iowa

THE MILLERS MUTUAL FIRE INSURANCE CO.
Of Harrisburg, Penn.

TEXAS MILLERS MUTUAL FIRE INSURANCE CO.
Of Fort Worth, Texas

MICHIGAN MILLERS MUTUAL FIRE INSURANCE CO.
Of Lansing, Mich.

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Regarding Short Term Grain Insurance

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to modernize your plant so it will net you larger profits? Is it here?

Cleaner	Car Loader
Sheller	Conveying Machinery
Buckets	Transmission Rope
Boots	Sample Envelopes
Belting	{ Gas Engine
Portable Elevator	Power { Kerosene Engine
Power Shovel	Motors
Car Puller	Dump
Scarifying Machine	Storage Tanks
Gravity Cleaner	Feed Mill
Clover Huller	Elevator Leg
Manlift	Distributor
Bags and Burlap	Car Liners
Transmission Machinery	Scales
Separator	Moisture Testers
Grain Driers	Oat Bleachers
Grain Triers	Oat Clipper

or anything used in a grain elevator.

Tell us your needs, and we'll put you in touch with reputable firms, to the end that you will receive information on the latest and best equipment. A postcard will do.

INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

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when you install one of these



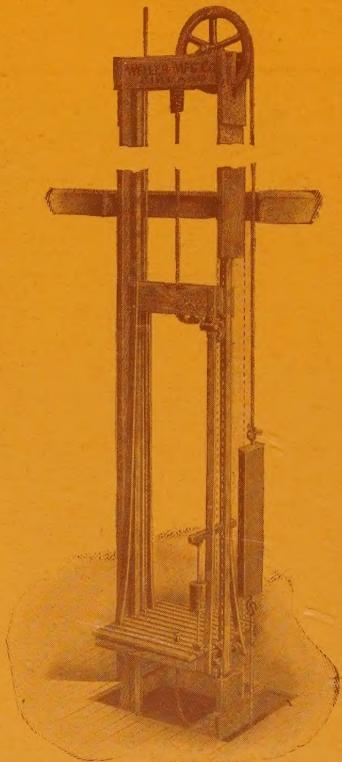
ONE-MAN ELEVATORS

Counting three trips a week to the top of your elevator and figuring the wasted time and energy you will find a big saving and a high return on the investment.

After installing, the only cost of operation is a single pull on the rope and you can float up or down your elevator 25 times a day with less danger, time and energy than it now takes for three trips.

Write today for prices

WELLER MFG. CO.
CHICAGO



Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$2.75.

GRAIN DEALERS JOURNAL
305 So. La Salle Street CHICAGO, ILL.

FIXED PRICES

on wheat and heavy discounts for that which is damp and low grade make it most essential for you to install a good drier. We would like to correspond with you.

The Ellis Drier Company
Oat Purifiers Postal Telegraph Bldg. CHICAGO Grain Driers

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Bushel Elevator of

Washburn - Crosby Company

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